

Berkeley College
Overview

Academic Programs

Admissions and
Finances

Administration,
Faculty, and Staff

Contact Us



Get a PDF of this
page.



Get a PDF of the
complete catalog.

Management

MGT220 Principles of Management

4 Credit Hours

Examines operational theories of management under the functions of planning, organizing, staffing, directing, and controlling. Emphasizes the manager's role in creating and maintaining an internal environment for performance. Students discuss cases in detail.

Prerequisite: BUS100 or prior approval

MGT225 Customer Service Management

4 Credit Hours

Provides an overview of customer relations from an integrated viewpoint with a focus on customer satisfaction. Includes the functional operations needed to optimize the total internal and external customer satisfaction experience.

Prerequisite: MGT220

MGT231 Organizational Behavior

4 Credit Hours

Examines organizational theory and development, corporate culture, factors facilitating or inhibiting organizational change, power, and politics. Students develop an understanding of how these components of organizational behavior may be directed in order to maximize organizational effectiveness.

Prerequisite: MGT220

MGT249 Human Resources Management

4 Credit Hours

Introduction to the strategic planning and implementation of human resources management. Topics include staffing, development, appraisal, and rewards.

Prerequisite: MGT220

MGT250 Not-For-Profit Management

4 Credit Hours

An introduction to the theory and practice of management within various nonprofit organizations. Students will consider best practices in managing various components of nonprofit organizations. They examine the varying perspectives of nonprofit managers, volunteers, board members, policymakers, donors, and clients/customers.

Prerequisite: MGT220

MGT252 Introduction to Sports Management

4 Credit Hours

Explores various principles and practices in sports management. Emphases are on career opportunities and strategies for general success in the field, as well as for specific sports. Each student will research, in depth, at least one professional sport played in the United States or internationally.

Prerequisite: MGT220

MGT254 Personal Financial Resource Management

4 Credit Hours

Introduces students to the financial problems encountered in managing family and personal financial resources. Explores financial security for the individual and the family, budgeting, use of credit, home ownership, financial tangles, savings and investment planning, and how to plan for the repayment of student loans.

Prerequisite: MGT220

MGT260 Environmental Management

4 Credit Hours

An introduction to the role that business organizations play in the discourse surrounding the natural environment. Students learn about the various environmental concerns that are increasing from several directions and how corporations are being pressured to respond.

Prerequisite: MGT220

MGT305 Managerial Decision Making

4 Credit Hours

Analyzes the processes used by individuals, groups, and organizations to make effective and efficient business decisions. Includes the development of quantitative and qualitative skills to enhance managerial problem-solving approaches.

Prerequisite: MGT220

MGT314 Organizational Theory and Development

4 Credit Hours

Examines the various influential theories of organizations, such as Weber's theory of bureaucracy, open-systems theory, resource dependence, institutional theory, transaction-cost economics, and organizational ecology. Focuses on how contemporary managers structure and operate organizations to be effective in today's global environment.

Prerequisite: MGT220

MGT316 Sustainable Enterprise Management

4 Credit Hours

Integrates the concepts and practice of using the various functional areas of business to build and consolidate sustainable competitive advantage in the global arena, while minimizing harmful social and environmental impact. Focuses on enterprise planning for promoting social responsibility and ecological sustainability.

Prerequisite: MGT260

MGT332 Operations Management

4 Credit Hours

Explores the production and operations management system from the perspective of its ability to enhance value. Topics include the issues of performance, cost, competition, and customer expectations.

Prerequisites: MAT215, MGT220

MGT345 Managing with Information Systems

4 Credit Hours

Explores and discusses the nature of information systems and how managers can access and utilize company information systems. Students will learn the principles behind information and decision support systems and will examine individual, group, and executive-decision support systems.

Prerequisite: MGT220

MGT346 Developing Managerial Competence

4 Credit Hours

An introduction to the theoretical and practical aspects of managing. Stresses a hands-on approach to improving a student's ability to manage people.

Prerequisite: MGT220

MGT347 Staffing

4 Credit Hours

An introduction to the methods and practices related to recruitment, selection, and retention of employees. Explores the strategic role of staffing in modern business organizations. Students will learn various techniques for attracting and retaining human talent in an organization.

Prerequisite: MGT249

MGT348 Employee and Labor Relations

4 Credit Hours

Examines the various legal aspects related to maintaining effective employee and employer relations. Students will explore the implications of various employment laws on employee and employer conduct, and gain an understanding of labor-management relations through collective bargaining arrangements.

Prerequisite: MGT249

MGT349 Compensation and Benefits

4 Credit Hours

An introduction to the role of compensation and benefits management in attracting and retaining talent in business organizations. Examines the theoretical and practical implications of various compensation models. Students will explore the rationale behind offering various benefit programs to employees.

Prerequisite: MGT249

MGT350 Small Business Management

4 Credit Hours

Provides the information necessary to set up, operate, and control a small business. Examines the process of starting a new business venture or successfully maintaining an existing one. Students learn the essential skills and conceptual perspectives needed to bring ideas into fruition as successful enterprises.

Prerequisites: FIN301, MGT220, MKT220

MGT351 Small Business Start-Up

4 Credit Hours

Provides an overview of key factors entrepreneurs must consider in assessing a business opportunity, developing a plan, and preparing for start-up. Topics include feasibility analysis, concept testing, strategy development, and implementation. Students will be required to identify and assess business opportunities.

Prerequisites: FIN301, MGT220, MKT220

MGT352 Managing the Family Enterprise

4 Credit Hours

Focuses on key management issues that frequently arise in family-run businesses. Topics include legal issues related to ownership, planning and organizational structure, insurance, liability, and financial management.

Prerequisites: FIN301, MGT220, MKT220

MGT353 Financing the Entrepreneurial Venture

4 Credit Hours

An introduction to financial management for the small business. Topics include the assessment of capital requirements, financing sources, forecasting and cash flow, credit and collections, and record keeping and accounting.

Prerequisites: FIN301, MGT220, MKT220

MGT355 Training and Development

4 Credit Hours

A comprehensive, step-by-step approach to developing training programs based on a needs-centered model of training and performance improvement. Provides students with a background in learning theory and instructional design required to develop training programs.

Prerequisite: MGT249

MGT420 Managing for Change

4 Credit Hours

Integrates the concepts and techniques involved in implementing and managing a planned change process. Includes discussions and case studies on changing the way work is done, changing communication and influence patterns, and changing managerial strategy.

Prerequisite: MGT220

MGT425 Management Simulation**4 Credit Hours**

These simulation exercises place students, often working in teams, in the position of managing a company. By analyzing a company's history, financial reports, and other information provided, students make decisions on hiring, forecasting, suppliers to use, costs, and marketing.

Prerequisites: FIN301, MGT220, MKT220

MGT430 Leadership**4 Credit Hours**

Examines the leadership variables that affect the achievement of organizational goals. Topics include theories of leadership, power, and influence as they affect organizational behavior, team building, motivation, group dynamics, organizational communication processes, and change management. This is a theory-based, practice-driven course.

Prerequisite: MGT220

MGT431 Operations Research**4 Credit Hours**

Focuses on the application of advanced analytical methods to improve decision-making by employing techniques from mathematical sciences. Introduces students to linear programming, decision analysis, utility and game theory, and forecasting.

Prerequisites: FIN301, MGT332

MGT470 Special Topics in Management**4 Credit Hours**

Involves readings and discussions organized around a selected topic, which varies from quarter to quarter.