
MANAGEMENT

FACULTY

Chairperson: Professor Mercer Fellouris

Professors: Jon Bryan, Craig Cowles,
Helene Fine, Sylvia Keyes,
Frank Sterrett

Associate Professors: Jeanne Aurelio, Ely Dorsey,
Dorothy Oppenheim

Assistant Professors: Peter Sietins, Robert Wolk

Department Telephone Number: (508) 531-1374

Web site: www.bridgew.edu/depts/mgmt/

DEGREE PROGRAMS

- BS in Management Science
Concentrations: General Management, Energy and Environmental Resources Management, Global Management, Information Systems Management, Marketing, Transportation
- Master of Science in Management (MSM)
Concentrations: Accounting, Marketing, Organization Development, Technology Management

UNDERGRADUATE MINOR

- Management Science

UNDERGRADUATE PROGRAMS

BACHELOR OF SCIENCE IN MANAGEMENT SCIENCE

The management science concentrations educate students for successful careers in business and management. The program provides general education, other liberal arts courses and specific management education for students with career interests in general business, transportation, energy and environmental resources, marketing, global management, information systems, human resources and operations management.

With a curriculum embedded in a strong liberal arts framework, students learn how business decisions relate to society—culturally, economically, ethically and

socially—while developing the skills and knowledge that will enable them to assume management responsibilities.

Students who enroll in the management science program can gain experience through internships that provide practical, on-the-job training opportunities. These valuable learning experiences, coupled with the college's development as a regional resource for business and industry, offer students significant contact with business and management leaders.

GENERAL MANAGEMENT CONCENTRATION

AF 240 Accounting I
AF 241 Accounting II
AF 305 Business Law I
AF 350 Managerial Accounting
AF 385 Managerial Finance
CS 105 Computers and Their Applications: An Introduction
EC 101 Principles of Microeconomics
EC 102 Principles of Macroeconomics
MA 110 Elementary Statistics I
MA 141-142 Elements of Calculus I-II
MA 318 Quantitative Methods for Management
MG 130 Principles of Management
MG 140 Human Resources Management
MG 200 Marketing Principles
MG 360 Business Data Processing
MG 425 Operations Management
MG 490 Management Seminar

Choose one option:

Operations Option
MG 340 Labor Relations
MG 470 Materials Management
MG 475 Statistical Process Control

Human Resources Option
MG 340 Labor Relations
MG 375 Personnel Development
PY 313 Industrial and Organizational Psychology

General Education Requirements (GER)

A minimum of 120 earned hours is required for graduation. These earned hours include General Education Requirements as specified in the Undergraduate Academic Programs section of this catalog. For additional graduation requirements, see the Undergraduate Academic Policies section of this catalog.

ENERGY AND ENVIRONMENTAL RESOURCES MANAGEMENT CONCENTRATION

AF 240 Accounting I
 AF 241 Accounting II
 AF 305 Business Law I
 AF 350 Managerial Accounting
 AF 385 Managerial Finance
 CH 131 General Chemistry I
 CH 132 General Chemistry II
 CH 250 Instrumentation
 CS 105 Computers and Their Applications: An Introduction
 EC 101 Principles of Microeconomics
 EC 102 Principles of Macroeconomics
 ES 100 Physical Geology
 ES 194 Environmental Geology
 ES 240 Hydrology
 GE 100 Physical Geography
 GE 307 Management and Preservation of the Natural Environment
 MA 110 Elementary Statistics I
 MA 141-142 Elements of Calculus I-II
 MA 318 Quantitative Methods for Management
 MG 130 Principles of Management
 MG 140 Human Resources Management
 MG 200 Marketing Principles
 MG 360 Business Data Processing
 MG 460 Public Policy and Government Regulation in Global Management
 MG 490 Management Seminar
 PH 180 Energy and Its Social Uses

General Education Requirements (GER)

A minimum of 120 earned hours is required for graduation. These earned hours include General Education Requirements as specified in the Undergraduate Academic Programs section of this catalog. For additional graduation requirements, see the Undergraduate Academic Policies section of this catalog.

GLOBAL MANAGEMENT CONCENTRATION

AF 240 Accounting I
 AF 241 Accounting II
 AF 305 Business Law I
 AF 350 Managerial Accounting
 AF 385 Managerial Finance
 AF 455 International Finance
 CC 365 Introduction to Intercultural Communication
 CS 105 Computers and Their Applications: An Introduction

EC 101 Principles of Microeconomics
 EC 102 Principles of Macroeconomics
 EC 321 International Economics
 MA 110 Elementary Statistics I
 MA 141-142 Elements of Calculus I-II
 MA 318 Quantitative Methods for Management
 MG 130 Principles of Management
 MG 140 Human Resources Management
 MG 200 Marketing Principles
 MG 360 Business Data Processing
 MG 410 International Marketing and Physical Distribution
 MG 460 Public Policy and Government Regulation in Global Management
 MG 490 Management Seminar
 PO 260 International Relations
 Four semesters of one foreign language (12 credits)

General Education Requirements (GER)

A minimum of 120 earned hours is required for graduation. These earned hours include General Education Requirements as specified in the Undergraduate Academic Programs section of this catalog. For additional graduation requirements, see the Undergraduate Academic Policies section of this catalog.

INFORMATION SYSTEMS MANAGEMENT CONCENTRATION

AF 240 Accounting I
 AF 241 Accounting II
 AF 305 Business Law I
 AF 350 Managerial Accounting
 AF 385 Managerial Finance
 CS 101 Computer Science I
 CS 102 Computer Science II
 CS 210 COBOL I
 CS 211 COBOL II
 CS 410 Database Applications
 EC 101 Principles of Microeconomics
 EC 102 Principles of Macroeconomics
 MA 110 Elementary Statistics I
 MA 141-142 Elements of Calculus I-II
 MA 318 Quantitative Methods for Management
 MG 130 Principles of Management
 MG 140 Human Resources Management
 MG 200 Marketing Principles
 MG 360 Business Data Processing
 MG 445 Information Systems Management
 MG 450 Problems in Information Systems
 MG 480 Systems Analysis
 MG 490 Management Seminar

General Education Requirements (GER)

A minimum of 120 earned hours is required for graduation. These earned hours include General Education Requirements as specified in the Undergraduate Academic Programs section of this catalog. For additional graduation requirements, see the Undergraduate Academic Policies section of this catalog.

MARKETING CONCENTRATION

AF 240 Accounting I
 AF 241 Accounting II
 AF 305 Business Law I
 AF 350 Managerial Accounting
 AF 385 Managerial Finance
 CS 105 Computers and Their Applications: An Introduction
 EC 101 Principles of Microeconomics
 EC 102 Principles of Macroeconomics
 MA 110 Elementary Statistics I
 MA 141-142 Elements of Calculus I-II
 MA 318 Quantitative Methods for Management
 MG 130 Principles of Management
 MG 140 Human Resources Management
 MG 200 Marketing Principles
 MG 360 Business Data Processing
 MG 420 Marketing Research
 MG 424 Advertising
 MG 430 Sales Management
 MG 490 Management Seminar
 MG 494 Marketing Management and Strategy
 And any one of the following three courses:
 MG 410 International Marketing and Physical Distribution
 MG 415 Retail Management
 MG 440 Industrial Marketing

General Education Requirements (GER)

A minimum of 120 earned hours is required for graduation. These earned hours include General Education Requirements as specified in the Undergraduate Academic Programs section of this catalog. For additional graduation requirements, see the Undergraduate Academic Policies section of this catalog.

TRANSPORTATION CONCENTRATION

AF 240 Accounting I
 AF 241 Accounting II
 AF 305 Business Law I
 AF 350 Managerial Accounting
 AF 385 Managerial Finance
 CS 105 Computers and Their Applications: An Introduction

Any one CS programming course
 EC 101 Principles of Microeconomics
 EC 102 Principles of Macroeconomics
 ES 100 Physical Geology

or

GE 100 Physical Geography
 GE 216 Cartography
 GS 353 Urban Geography
 GS 362 Economic Geography
 GS 430 Geography of Transportation
 MA 110 Elementary Statistics I
 MA 141-142 Elements of Calculus I-II
 MG 130 Principles of Management
 MG 140 Human Resources Management
 MG 200 Marketing Principles
 MG 360 Business Data Processing
 MG 490 Management Seminar
 PO 279 Introduction to Public Administration
 PO 376 Urban Politics
 SO 306 Cities and People: Urban Sociology

General Education Requirements (GER)

A minimum of 120 earned hours is required for graduation. These earned hours include General Education Requirements as specified in the Undergraduate Academic Programs section of this catalog. For additional graduation requirements, see the Undergraduate Academic Policies section of this catalog.

MANAGEMENT SCIENCE MINOR

Students from liberal arts and other programs may elect this minor to broaden their background and expand their potential in job related areas of their respective disciplines. The central purpose of this minor is to provide initial exposure to the basic areas of business and the environment of the business world.

Required courses*:

AF 240 Accounting I
 MG 130 Principles of Management
 MG 200 Marketing Principles (Prerequisite MG 130 and EC 101 or EC 102 or consent of department)
 Plus three additional electives from any AF or MG courses for which prerequisites have been completed.

- One economics course (**either** EC 101 Principles of Microeconomics or EC 102 Principles of Macroeconomics) may be used toward the completion of these three required electives.
- Majors in Accounting and Finance and Aviation Science majors with a concentration in Aviation

Management must take at least two MG courses at the 300 or 400 level, not to include MG 360 or MG 490 to fulfill the elective requirements.

*At least one half of the courses required for the minor must be successfully completed at this college.

TRANSFER OF CREDIT AFTER ADMISSION

In order for undergraduates to receive credit for courses taken at other accredited institutions, approval must be obtained **in advance**.

Application forms are available in the Registrar's Office. Applications for approval of a course from another institution should be accompanied by the appropriate catalog from that institution. Transcripts of these approved courses must be submitted to the Registrar's Office within six weeks after the completion of the course. Approval must be obtained prior to registering for class. It is the student's responsibility to have official transcripts sent directly by the institution to the Registrar's Office.

HONORS PROGRAM

The Department of Management offers a Departmental Honors Program in Management. This program provides an opportunity for well-qualified management science majors to conduct independent research and scholarly study in management. Contact the Department of Management for further information concerning eligibility and application.

GRADUATE PROGRAM

MASTER OF SCIENCE IN MANAGEMENT

Successful managers in the 21st century must have specialized knowledge and skills to meet a variety of changing and growing demands in the ever-expanding global marketplace. The Master of Science in Management (MSM) program prepares students to apply systems thinking to managerial problems, direct large-scale projects, and lead people and organizations through complex change. The program emphasizes the role of information technology in the modern firm and the organizational changes occurring as a result. In addition, students gain focused instruction in a specific area of interest through one of four four-course concentrations:

- Accounting
- Technology Management
- Marketing
- Organization Development

(The Global Electronic Commerce Concentration is inactive.)

MASTER OF SCIENCE IN MANAGEMENT

For students who hold a bachelor's degree

The MSM requires 30 credit hours of graduate coursework, including a core of six courses and a concentration area of four courses. The MSM program also requires three foundation courses, MG 500 Computational Statistics, AF 505 Accounting and Finance for Managers, and MG 506 Issues in Management. The foundation courses must be taken prior to taking the core or concentration courses. The foundation course requirements can be satisfied by completion of equivalent undergraduate courses, a statistics course for MG 500, courses in accounting and finance for AF 505, and courses in marketing and law for MG 506. Working knowledge of computers is required for admittance. Students concentrating in accounting will need additional prerequisites. Accounting students may call 508-531-1395 or e-mail afdept@bridgew.edu for information.

Five-year Bachelor of Science in Management/ Master of Science in Management

Undergraduate students who have completed at least 30 credit hours of coursework at Bridgewater State College, have completed the undergraduate prerequisites, have taken the GMAT examination, and can complete all requirements for their B.S. or B.A. degree in 30 additional credits may apply for the five-year BS/MSM program. Those admitted take a mix of undergraduate and graduate courses during their fourth and fifth year, and graduate with both degrees. Admission to this program is selective and limited.

The Master of Science in Management Curriculum

Candidates for the MSM must successfully complete each of the following core courses:

- MG 501 Systems Research and Problem Solving
- MG 526 Project Management
- MG 576 Organizational Change and Leadership
- MG 581 Information Resources Management
- MG 582 Decision Support Systems
- MG 583 Business Data Communications

Candidates must successfully complete four courses from one of the following concentrations:

Accounting Concentration

AF 545 Auditing

AF 560 Advanced Accounting

AF 595 Accounting Seminar (Capstone)

And one elective course from the following:

AF 567 Advanced Taxation

AF 593 Financial Statement Analysis and
Disclosure

Marketing Concentration

MG 510 International Marketing

MG 540 Industrial Marketing

MG 541 Issues in Marketing (Capstone)

MG 594 Marketing Management and Strategy

Organizational Development Concentration

MG 571 Organizational Culture and Work Force
Diversity

MG 572 Interpersonal and Group Behavior

MG 577 Power and Influence in Organizations

MG 578 Issues in Modern Organizations (Capstone)

Technology Management Concentration

MG 527 Product Development Processes

MG 528 Quality and Risk Management

MG 561 Environmental Management

MG 562 Strategic Management of Technological
Innovation (Capstone)

For applications and additional information contact the Graduate Admissions Office and specify your interest in the MSM program:

Graduate Admissions Office

Maxwell Library

Bridgewater State College

Bridgewater, MA 02325

(508) 531-2413