
MANAGEMENT

FACULTY

Chairperson: Professor Sylvia Keyes

Graduate Program

Coordinator: Professor Mercer Fellouris

Professors: Jeanne Aurelio, Jon Bryan,
Craig Cowles, Helene Fine,
Dorothy Mulcahy, Frank Sterrett

Assistant

Professors: Martin Grossman, Yehia Kamel,
Stanley Ross, Peter Sietins,
Robert Wolk

Department Telephone Number: 508.531.1374

Location: Harrington Hall, Room 110C

Web site: www.bridgew.edu/Management

DEGREE PROGRAMS

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

UNDERGRADUATE MINOR

- Management

UNDERGRADUATE PROGRAMS

BACHELOR OF SCIENCE IN MANAGEMENT

The management 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 program can gain experience through internships and courses 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

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

Choose one option:

Operations Option

- MGMT 340 Labor Relations
- MGMT 470 Materials Management
- MGMT 475 Statistical Process Control

Human Resources Option

- MGMT 303 Organizational Behavior
- MGMT 340 Labor Relations
- MGMT 375 Personnel Development

Core Curriculum Requirements

A minimum of 120 earned hours is required for graduation. These earned hours include Core Curriculum 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**

ACFI 240 Principles of Accounting I
 ACFI 241 Principles of Accounting II
 ACFI 305 Business Law I
 ACFI 350 Managerial Accounting
 ACFI 385 Managerial Finance
 CHEM 131 Survey of Chemistry I
 CHEM 132 Survey of Chemistry II
 CHEM 250 Instrumentation
 COMP 105 Computers and Their Applications: An Introduction
 EASC 100 Physical Geology
 EASC 194 Environmental Geology
 EASC 240 Hydrology
 ECON 101 Principles of Microeconomics
 ECON 102 Principles of Macroeconomics
 GEOG 121 Physical Geography
 GEOG 332 Management and Preservation of the Natural Environment
 MATH 110 Elementary Statistics I
 MATH 141-142 Elements of Calculus I-II
 MATH 318 Quantitative Methods for Management
 MGMT 130 Principles of Management
 MGMT 140 Human Resources Management
 MGMT 200 Marketing Principles
 MGMT 360 Business Data Processing
 MGMT 460 Public Policy and Government Regulation in Global Management
 MGMT 490 Strategic Management
 PHYS 180 Energy and Its Social Uses

Core Curriculum Requirements

A minimum of 120 earned hours is required for graduation. These earned hours include Core Curriculum 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

ACFI 240 Principles of Accounting I
 ACFI 241 Principles of Accounting II
 ACFI 305 Business Law I
 ACFI 350 Managerial Accounting

ACFI 385 Managerial Finance
 ACFI 455 International Finance
 COMM 365 Introduction to Intercultural Communication
 COMP 105 Computers and Their Applications: An Introduction
 ECON 101 Principles of Microeconomics
 ECON 102 Principles of Macroeconomics
 ECON 321 International Economics
 MATH 110 Elementary Statistics I
 MATH 141-142 Elements of Calculus I-II
 MATH 318 Quantitative Methods for Management
 MGMT 130 Principles of Management
 MGMT 140 Human Resources Management
 MGMT 200 Marketing Principles
 MGMT 360 Business Data Processing
 MGMT 410 International Marketing and Physical Distribution
 MGMT 460 Public Policy and Government Regulation in Global Management
 MGMT 490 Strategic Management
 POLI 260 International Relations
 Proficiency in four levels of one foreign language

Core Curriculum Requirements

A minimum of 120 earned hours is required for graduation. These earned hours include Core Curriculum 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**

ACFI 240 Principles of Accounting I
 ACFI 241 Principles of Accounting II
 ACFI 305 Business Law I
 ACFI 350 Managerial Accounting
 ACFI 385 Managerial Finance
 COMP 101 Computer Science I
 COMP 102 Computer Science II
 COMP 210 COBOL I
 COMP 211 COBOL II
 COMP 410 Database Applications
 ECON 101 Principles of Microeconomics
 ECON 102 Principles of Macroeconomics
 MATH 110 Elementary Statistics I
 MATH 141-142 Elements of Calculus I-II
 MATH 318 Quantitative Methods for Management

MGMT 130 Principles of Management
 MGMT 140 Human Resources Management
 MGMT 200 Marketing Principles
 MGMT 360 Business Data Processing
 MGMT 445 Information Systems Management
 MGMT 450 Problems in Information Systems
 MGMT 480 Systems Analysis
 MGMT 490 Strategic Management

Core Curriculum Requirements

A minimum of 120 earned hours is required for graduation. These earned hours include Core Curriculum 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

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

Core Curriculum Requirements

A minimum of 120 earned hours is required for graduation. These earned hours include Core Curriculum requirements as specified in the “Undergraduate Academic Programs” section of this catalog. For additional gradu-

ation requirements, see the “Undergraduate Academic Policies” section of this catalog.

TRANSPORTATION CONCENTRATION

ACFI 240 Principles of Accounting I
 ACFI 241 Principles of Accounting II
 ACFI 305 Business Law I
 ACFI 350 Managerial Accounting
 ACFI 385 Managerial Finance
 COMP 105 Computers and Their Applications: An Introduction
 Any one COMP programming course
 EASC 100 Physical Geology
 or
 GEOG 121 Physical Geography
 ECON 101 Principles of Microeconomics
 ECON 102 Principles of Macroeconomics
 GEOG 350 Economic Geography
 GEOG 353 Urban Geography
 GEOG 365 Geography of Transportation
 MATH 110 Elementary Statistics I
 MATH 141-142 Elements of Calculus I-II
 MGMT 130 Principles of Management
 MGMT 140 Human Resources Management
 MGMT 200 Marketing Principles
 MGMT 360 Business Data Processing
 MGMT 490 Strategic Management
 POLI 279 Introduction to Public Administration
 POLI 376 Urban Politics
 SOCI 206 Cities and People: Urban Sociology

Core Curriculum Requirements

A minimum of 120 earned hours is required for graduation. These earned hours include Core Curriculum 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 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*:

ACFI 240 Principles of Accounting I
 MGMT 130 Principles of Management

MGMT 200 Marketing Principles (*Prerequisite: MGMT 130 and ECON 101 or ECON 102 or consent of department*)

Plus three additional electives from any ACFI or MGMT courses for which prerequisites have been completed.

- One economics course (**either** ECON 101 Principles of Microeconomics or ECON 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 MGMT courses at the 300 or 400 level, not to include MGMT 360 or MGMT 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 grade-granting institution to the registrar's office at Bridgewater State College.

HONORS PROGRAM

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

GRADUATE PROGRAM

Graduate Program Coordinator: Professor Mercer Fellouris

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 (MS) 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, three-course concentrations:

- Accounting
- Marketing
- Organization Development
- Technology Management

Admission Requirements

- 1.) A 2.75 undergraduate GPA based upon four years of work or a 3.0 undergraduate GPA based upon work completed during the junior and senior years.
- 2.) An appropriate score on the GMAT. For more information contact the Graduate and Continuing Education Office.
- 3.) Three appropriate letters of recommendation.

MASTER OF SCIENCE IN MANAGEMENT For students who hold a bachelor's degree

The MS requires 30 credit hours of graduate course work, including a core of five courses, three concentration courses, one elective, and one capstone course. Students in the technology management concentration, marketing concentration or organizational development concentration take MGMT 590 Management Systems Seminar as their capstone course. The foundation courses must be taken prior to taking the core or concentration courses and may not be used to fulfill the 30 credit program requirements. The foundation course requirements can be satisfied by completion of approved equivalent undergraduate courses: a statistics course for MGMT 500, courses in accounting and finance for ACFI 505, and courses in marketing and law for MGMT 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 course work at Bridgewater State College, have completed the undergraduate prerequisites, have taken the GMAT examination, and can complete all requirements for their BS or BA degree in 30 additional credits may apply for the five-year BS/MS 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 MS must successfully complete the following course requirements:

Core

MGMT 501 Systems Research and Problem Solving
MGMT 526 Project Management
MGMT 576 Organizational Change and Leadership
MGMT 581 Information Resources Management
MGMT 582 Business System Design and Integration

*Concentration Area Requirements**

Marketing Concentration

Select three courses from the following:

MGMT 510 International Marketing
MGMT 540 Industrial Marketing
MGMT 554 Issues in Global E-Commerce
MGMT 594 Marketing Management and Strategy
One elective: Any approved (ACFI or MGMT) MS course
Capstone: MGMT 590 Management Systems Seminar

Organization Development Concentration

MGMT 572 Interpersonal and Group Behavior
MGMT 578 Organizational Development
Select one course from the following:
MGMT 571 Organizational Culture and Workforce Diversity
MGMT 577 Power and Influence in Organizations
One elective: Any approved (ACFI or MGMT) MS course
Capstone: MGMT 590 Management Systems Seminar

Technology Management Concentration

Select three courses from the following:
MGMT 527 Product Development Processes
MGMT 528 Quality and Risk Management
MGMT 561 Environmental Management

MGMT 562 Strategic Management of Technological Innovation

One elective: Any approved (ACFI or MGMT) MS course

Capstone: MGMT 590 Management Systems Seminar

*For accounting concentration and capstone requirements, see the Department of Accounting and Finance.

For applications and additional information contact the graduate admissions office and specify your interest in the MS program:

Graduate Admissions Office
Maxwell Library
Bridgewater State College
Bridgewater, MA 02325
508.531.2413