



Management

FACULTY

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Graduate Program

Coordinator: Professor Mercer Fellouris

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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 professional 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

	CREDITS
ACFI 240 Principles of Accounting I	3
ACFI 241 Principles of Accounting II	3
ACFI 305 Business Law I	3
ACFI 350 Managerial Accounting	3
ACFI 385 Managerial Finance.....	3
COMP 105 Computers and Their Applications: An Introduction	3
ECON 101 Principles of Microeconomics	3
ECON 102 Principles of Macroeconomics.....	3
ECON 210 Statistics for Economics and Business	3
MATH 144 Applied Calculus for Business	3
MATH 318 Quantitative Methods for Management	3
MGMT 130 Principles of Management.....	3
MGMT 140 Human Resources Management.....	3
MGMT 200 Marketing Principles	3
MGMT 360 Fundamentals of Information Systems	3
MGMT 425 Operations Management.....	3
MGMT 490 Strategic Management.....	3

Choose one option:

Operations Option

MGMT 340 Labor Relations.....	3
MGMT 470 Materials Management.....	3
MGMT 475 Statistical Process Control	3
Total minimum credits (operations option): 60	

Human Resources Option

MGMT 303 Organizational Behavior.....	3
MGMT 340 Labor Relations.....	3
MGMT 375 Personnel Development.....	3
Total minimum credits (human resources option): 60	

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

	CREDITS
ACFI 240 Principles of Accounting I.....	3
ACFI 241 Principles of Accounting II	3
ACFI 305 Business Law I	3
ACFI 350 Managerial Accounting	3
ACFI 385 Managerial Finance.....	3
CHEM 131 Survey of Chemistry I	4
CHEM 132 Survey of Chemistry II	3

SCHOOL OF BUSINESS

Note: See Catalog Web Addenda at www.bridgew.edu/catalog/addenda/ as that information supersedes the published version of this catalog.

CHEM 250 Instrumentation	3
COMP 105 Computers and Their Applications: An Introduction	3
EASC 100 Physical Geology	4
EASC 194 Environmental Geology	3
EASC 240 Hydrology	4
ECON 101 Principles of Microeconomics	3
ECON 102 Principles of Macroeconomics	3
ECON 210 Statistics for Economics and Business	3
GEOG 121 Physical Geography	3
GEOG 332 Management and Preservation of the Natural Environment	3
MATH 144 Applied Calculus for Business	3
MATH 318 Quantitative Methods for Management	3
MGMT 130 Principles of Management	3
MGMT 140 Human Resources Management	3
MGMT 200 Marketing Principles	3
MGMT 360 Fundamentals of Information Systems	3
MGMT 460 Public Policy and Government Regulation in Global Management	3
MGMT 490 Strategic Management	3
PHYS 180 Energy and Its Social Uses	3
Total minimum credits: 81	

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

	CREDITS
ACFI 240 Principles of Accounting I	3
ACFI 241 Principles of Accounting II	3
ACFI 305 Business Law I	3
ACFI 350 Managerial Accounting	3
ACFI 385 Managerial Finance	3
ACFI 455 International Finance	3
COMM 365 Introduction to Intercultural Communication	3
COMP 105 Computers and Their Applications: An Introduction	3
ECON 101 Principles of Microeconomics	3
ECON 102 Principles of Macroeconomics	3
ECON 210 Statistics for Economics and Business	3
ECON 321 International Economics	3
MATH 144 Applied Calculus for Business	3
MATH 318 Quantitative Methods for Management	3
MGMT 130 Principles of Management	3
MGMT 140 Human Resources Management	3
MGMT 200 Marketing Principles	3
MGMT 360 Fundamentals of Information Systems	3
MGMT 410 International Marketing and Physical Distribution	3

MGMT 460 Public Policy and Government Regulation in Global Management	3
MGMT 490 Strategic Management	3
POLI 260 International Relations	3
Proficiency in four levels of one foreign language	12
Total minimum credits: 78	

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

	CREDITS
ACFI 240 Principles of Accounting I	3
ACFI 241 Principles of Accounting II	3
ACFI 305 Business Law I	3
ACFI 350 Managerial Accounting	3
ACFI 385 Managerial Finance	3
COMP 101 Computer Science I	3
COMP 102 Computer Science II	3
COMP 210 COBOL I	3
COMP 211 COBOL II	3
COMP 410 Database Applications	3
ECON 101 Principles of Microeconomics	3
ECON 102 Principles of Macroeconomics	3
ECON 210 Statistics for Economics and Business	3
MATH 144 Applied Calculus for Business	3
MATH 318 Quantitative Methods for Management	3
MGMT 130 Principles of Management	3
MGMT 140 Human Resources Management	3
MGMT 200 Marketing Principles	3
MGMT 360 Fundamentals of Information Systems	3
MGMT 445 Information Systems Management	3
MGMT 450 Problems in Information Systems	3
MGMT 480 Systems Analysis	3
MGMT 490 Strategic Management	3
Total minimum credits: 69	

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

	CREDITS
ACFI 240 Principles of Accounting I	3
ACFI 241 Principles of Accounting II	3
ACFI 305 Business Law I	3
ACFI 350 Managerial Accounting	3
ACFI 385 Managerial Finance	3

COMP 105 Computers and Their Applications: An Introduction	3
ECON 101 Principles of Microeconomics	3
ECON 102 Principles of Macroeconomics	3
ECON 210 Statistics for Economics and Business	3
MATH 144 Applied Calculus for Business	3
MATH 318 Quantitative Methods for Management	3
MGMT 130 Principles of Management	3
MGMT 140 Human Resources Management	3
MGMT 200 Marketing Principles	3
MGMT 360 Fundamentals of Information Systems	3
MGMT 420 Marketing Research	3
MGMT 424 Advertising	3
MGMT 430 Sales Management	3
MGMT 490 Strategic Management	3
MGMT 494 Marketing Management and Strategy	3

And any one of the following three marketing elective courses:

MGMT 410 International Marketing and Physical Distribution	3
MGMT 415 Retail Management	
MGMT 440 Industrial Marketing	

Total minimum credits: 63

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.

TRANSPORTATION CONCENTRATION	CREDITS
ACFI 240 Principles of Accounting I	3
ACFI 241 Principles of Accounting II	3
ACFI 305 Business Law I	3
ACFI 350 Managerial Accounting	3
ACFI 385 Managerial Finance	3
COMP 105 Computers and Their Applications: An Introduction	3
Any one COMP programming course	3
EASC 100 Physical Geology	4
or	
GEOG 121 Physical Geography	3
ECON 101 Principles of Microeconomics	3
ECON 102 Principles of Macroeconomics	3
ECON 210 Statistics for Economics and Business	3
GEOG 350 Economic Geography	3
GEOG 353 Urban Geography	3
GEOG 365 Geography of Transportation	3
MATH 144 Applied Calculus for Business	3
MGMT 130 Principles of Management	3
MGMT 140 Human Resources Management	3
MGMT 200 Marketing Principles	3
MGMT 360 Fundamentals of Information Systems	3

MGMT 490 Strategic Management	3
POLI 279 Introduction to Public Administration	3
POLI 376 Urban Politics	3
SOCI 206 Cities and People: Urban Sociology	3
Total minimum credits:	73

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*:	CREDITS
ACFI 240 Principles of Accounting I	3
MGMT 130 Principles of Management	3
MGMT 200 Marketing Principles (<i>Prerequisite: MGMT130 and ECON 101 or ECON 102 or consent of department</i>)	3
Plus three additional electives from any ACFI or MGMT courses for which prerequisites have been completed.....	9

- 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.

Total minimum credits: 18

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 PROGRAMS

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 (MS) in Management 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 minimum undergraduate GPA of 2.75 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 School of Graduate Studies
- 3.) Three appropriate letters of recommendation
- 4.) Official transcripts of all undergraduate and graduate course work
- 5.) Working knowledge of computers is required

MASTER OF SCIENCE IN MANAGEMENT

For students who hold a bachelor's degree

The MS in Management requires 30 credits 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: courses in accounting and finance for ACFI 505, and courses in marketing and law for MGMT 506. 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 credits 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 Courses	CREDITS
MGMT 501 Systems Research and Problem Solving	3
MGMT 526 Project Management.....	3
MGMT 576 Organizational Change and Leadership	3
MGMT 581 Information Resources Management	3
MGMT 582 Business System Design and Integration	3
Total minimum core credits: 15	

Concentration Area Requirements*

*For accounting concentration and capstone requirements, see the "Department of Accounting and Finance" section of this catalog.

Marketing Concentration

Core Courses..... 15

Select three courses from the following:..... 9

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.....	3
Capstone: MGMT 590 Management Systems Seminar.....	3
Total minimum credits (marketing): 30	

Organization Development Concentration

Core Courses..... 15



Management

MGMT 572 Interpersonal and Group Behavior 3
 MGMT 578 Organizational Development 3

Select one course from the following: 3
 MGMT 571 Organizational Culture and Workforce Diversity
 MGMT 577 Power and Influence in Organizations

One elective: Any approved (ACFI or MGMT) MS course 3
 Capstone: MGMT 590 Management Systems Seminar 3
 Total minimum credits (organization development): 30

Technology Management

Concentration CREDITS

Core Courses 15

Select three courses from the following: 9
 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) graduate
 course 3
 Capstone: MGMT 590 Management Systems Seminar 3
 Total minimum credits (technology management
 concentration): 30