

# Management - Undergraduate Programs

## OVERVIEW

Management focuses on general management, entrepreneurship, human resources and international management. Programs strive to provide students with the planning, problem-solving, critical thinking, and interpersonal skills needed to be successful in their roles as managers and leaders in business. The College of Business provides several options for individuals pursuing an undergraduate degree in Management.

The BBA in Management has three optional tracks: Human Resource Management, Entrepreneurship/Small Business, and International Management.

In addition to the BBA, the department also offers two undergraduate certificates: Certificate in Entrepreneurship and Certificate in Managing Diversity and Inclusion in Organizations.

## Requirements for a Bachelor of Business Administration Degree in Management

Students must meet all lower division requirements before enrolling for upper division courses. Specified prerequisites are designated for certain courses.

### Pre-Professional Course Requirements - Fulfill the University General Core Requirements (42 hours and 3 elective hours)

General Core Requirements		45
Communication (minimum 6 hours required)		6
ENGL 1301	RHETORIC AND COMPOSITION I	
ENGL 1302	RHETORIC AND COMPOSITION II	
Mathematics (minimum 6 hours required)		6
MATH 1315	COLLEGE ALGEBRA FOR ECONOMICS & BUSINESS ANALYSIS	
MATH 1316	MATHEMATICS FOR ECONOMICS AND BUSINESS ANALYSIS	
Life and Physical Sciences (minimum 6 hours required)		6
From Approved University General Core Requirement List		
Language, Philosophy & Culture (minimum 3 hours required)		3
From Approved University General Core Requirement List		
Creative Arts (minimum 3 hours required)		3
From Approved University General Core Requirement List		
US History (minimum 6 hours required)		6
HIST 1301	HISTORY OF THE UNITED STATES TO 1865	
HIST 1302	HISTORY OF THE UNITED STATES, 1865 TO PRESENT	
Government/Political Science (minimum 6 hours required)		6
POLS 2311	GOVERNMENT OF THE UNITED STATES	
POLS 2312	STATE AND LOCAL GOVERNMENT	
Social & Behavioral Sciences (minimum 3 hours required)		3
Satisfied by completion of ECON 2305 in the Business Core		
Foundational Component Area (minimum 3 hours required)		3
Satisfied by completion of ECON 2306 in the Business Core.		
Elective/UNIV 1101 or UNIV 1131 (3 hours)	ELECTIVE MAY BE TAKEN IN PLACE OF UNIV-BU 1101	3

### Professional Course Requirements - Business Core (39 hours)

MANA 1301	BUSINESS IN A GLOBAL ENVIRONMENT	3
ACCT 2301	PRINCIPLES OF ACCOUNTING I	3
ACCT 2302	PRINCIPLES OF ACCOUNTING II	3
BSTAT 2305	INTRODUCTORY STATISTICS FOR BUSINESS ANALYTICS	3
ECON 2305	PRINCIPLES OF MACROECONOMICS (satisfies the Social & Behavioral Science)	
ECON 2306	PRINCIPLES OF MICROECONOMICS (satisfies the Foundational Component)	
INSY 2303	INTRODUCTION TO M.I.S. AND DATA PROCESSING	3
BCOM 3360	EFFECTIVE BUSINESS COMMUNICATION	3
BLAW 3310	LEGAL AND ETHICAL ENVIRONMENT OF BUSINESS	3
BSTAT 3321	INTERMEDIATE STATISTICS FOR BUSINESS ANALYTICS	3
FINA 3313	BUSINESS FINANCE	3

MANA 3318	MANAGING ORGANIZATIONAL BEHAVIOR	3
MANA 4322	STRATEGIC MANAGEMENT	3
MARK 3321	PRINCIPLES OF MARKETING	3
OPMA 3306	OPERATIONS MANAGEMENT	3
<b>Professional Course Requirements - Management (12-15 hours)</b>		
MANA 3319	CONTEMPORARY MANAGERIAL CHALLENGES	3
MANA 3320	HUMAN RESOURCE MANAGEMENT	3
Advanced Management Electives (MANA 33xx or 43xx)		6
<b>Advanced Business Courses and Electives (24 hours)</b>		
Advanced Accounting Elective (ACCT 33xx or 43xx)		3
Advanced accounting, business, economics, finance, information systems, marketing, operations management, or real estate. No MANA courses apply.		15
Advanced Economics Elective (ECON 33xx or 43xx)		3
Advanced Management or Advanced Business Elective		3
<b>Total Hours</b>		<b>120</b>

## Double Major

Two Double Major options for the Bachelor of Business Administration (BBA) in Management are available. Management undergraduates who pursue one of the following Double Major programs will not have the option of participating in the Fast Track Program in Business.

Completion of the Double Major is attained by including all of the following courses in the BBA Management plan and completing with grades of C or better in each of the double major courses listed below:

### BBA IN MANAGEMENT AND MARKETING

MARK 3324	CONSUMER BEHAVIOR
MARK 4311	MARKETING RESEARCH
MARK 4322	ADVANCED MARKETING MANAGEMENT AND STRATEGY
Advanced Marketing Elective (MARK 33xx or 43xx)	
Advanced Marketing Elective (MARK 33xx or 43xx)	

### BBA IN MANAGEMENT AND REAL ESTATE

BLAW 3314	REAL ESTATE LAW
REAE 3325	REAL ESTATE FUNDAMENTALS
REAE 4319	REAL ESTATE FINANCE
REAE 4334	REAL ESTATE APPRAISAL
Advanced Real Estate Elective (REAE 43xx)	
Advanced Real Estate Elective (REAE 43xx)	

## Suggested Course Sequence

### First Year

First Semester	Hours	Second Semester	Hours
ENGL 1301		3 ENGL 1302	3
MATH 1315		3 MATH 1316	3
HIST 1301		3 HIST 1302	3
ECON 2305		3 ECON 2306	3
MANA 1301		3 Creative Arts	3
UNIV-BU 1131 <sup>Freshmen Only</sup>		1	
		<b>16</b>	<b>15</b>

### Second Year

First Semester	Hours	Second Semester	Hours
ACCT 2301		3 ACCT 2302	3
INSY 2303		3 BSTAT 2305	3
POLS 2311		3 POLS 2312	3
Life & Physical Science		3 Life & Physical Science	3

Language, Philosophy & Culture		3 Elective <sup>(2 Hours for Freshmen/3 Hours for Transfers)</sup>	2
		<b>15</b>	<b>14</b>
<b>Third Year</b>			
<b>First Semester</b>	<b>Hours</b>	<b>Second Semester</b>	<b>Hours</b>
BLAW 3310		3 MANA 3319	3
FINA 3313		3 MANA 3320	3
MANA 3318		3 BCOM 3360	3
MARK 3321		3 BSTAT 3321	3
Advanced Economics Elective		3 Advanced Business Elective	3
		<b>15</b>	<b>15</b>
<b>Fourth Year</b>			
<b>First Semester</b>	<b>Hours</b>	<b>Second Semester</b>	<b>Hours</b>
Advanced Management Elective		3 Advanced Management Elective	3
OPMA 3306		3 MANA 4322	3
Advanced Business Elective		3 Advanced Accounting Elective	3
Advanced Business Elective		3 Advanced Business Elective	3
Advanced Management or Advanced Business Elective		3 Advanced Business Elective	3
		<b>15</b>	<b>15</b>

Total Hours: 120

## Optional Tracks for Management Majors

Management Track Options are suggestive; other course sets may be chosen for use by Management students.

### HUMAN RESOURCES MANAGEMENT/ORGANIZATIONAL BEHAVIOR

Students are limited to 9 hours of management beyond the mandatory MANA 3318, MANA 3319, MANA 3320.

#### Recommended Advanced Management and Business Electives

MANA 4320	EMPLOYMENT LAW
MANA 4328	HUMAN RESOURCE STAFFING AND PERFORMANCE MANAGEMENT
MANA 4342	COMPENSATION AND BENEFITS MANAGEMENT
MANA 4343	TRAINING AND DEVELOPMENT

#### Additional Options

BLAW 3311	LAW I
ECON 4330	HUMAN RESOURCE ECONOMICS
MANA 4325	LEADERSHIP IN ORGANIZATIONS
MANA 4326	DIVERSITY IN ORGANIZATIONS
MANA 4330	TEAM MANAGEMENT
MANA 4340	BUSINESS AND SOCIETY
MANA 4341	NEGOTIATIONS AND CONFLICT RESOLUTION

### INTERNATIONAL MANAGEMENT TRACK

See requirements for Bachelor of Business Administration Degree in International Business/Modern Language Option.

Students are limited to 9 hours of management beyond the mandatory MANA 3318, MANA 3319, MANA 3320.

#### Recommended Advanced Management and Business Electives

MANA 4321	INTERNATIONAL MANAGEMENT
FINA 4324	INTERNATIONAL CORPORATE FINANCE
MARK 4325	INTERNATIONAL MARKETING
BLAW 4310	BASIC INTERNATIONAL LAW FOR BUSINESS
ECON 4306	COMPARATIVE ECONOMIC SYSTEMS
ECON 4321	INTERNATIONAL TRADE
ECON 4322	INTERNATIONAL FINANCE

#### Additional Options

MANA 4325	LEADERSHIP IN ORGANIZATIONS
MANA 4326	DIVERSITY IN ORGANIZATIONS
MANA 4330	TEAM MANAGEMENT
MANA 4340	BUSINESS AND SOCIETY

## ENTREPRENEURSHIP/SMALL BUSINESS

Students are limited to 9 hours of management beyond the mandatory MANA 3318, MANA 3319, MANA 3320.

### Recommended Advanced Management and Business Electives

MANA 3325	ENTREPRENEURSHIP: THE NEW VENTURE CREATION PROCESS
MANA 4338	DIRECTED STUDIES IN ENTREPRENEURSHIP
MANA 4339	PITCHING THE ENTREPRENEURIAL IDEA
MANA 4341	NEGOTIATIONS AND CONFLICT RESOLUTION

### Additional Options

MANA 4325	LEADERSHIP IN ORGANIZATIONS
MANA 4340	BUSINESS AND SOCIETY
MARK 4303	RETAIL MARKETING
OPMA 3308	OPERATIONS PLANNING AND CONTROL

## GENERAL MANAGEMENT

Students are limited to 9 hours of management beyond the mandatory MANA 3318, MANA 3319, MANA 3320.

### Recommended Advanced Management and Business Electives

MANA 4325	LEADERSHIP IN ORGANIZATIONS
MANA 4341	NEGOTIATIONS AND CONFLICT RESOLUTION

### Additional Options

MANA 3325	ENTREPRENEURSHIP: THE NEW VENTURE CREATION PROCESS
MANA 4321	INTERNATIONAL MANAGEMENT
MANA 4326	DIVERSITY IN ORGANIZATIONS
MANA 4330	TEAM MANAGEMENT
MANA 4340	BUSINESS AND SOCIETY

## Undergraduate Certificate in Entrepreneurship

The Certificate in Entrepreneurship provides students with skills and training in: identifying innovations and market opportunities, writing a business plan, obtaining funding, and launching a new company. The certificate enhances a student's general education, academic major and/or career preparation in innovation and entrepreneurship. All students will take a common course that will present the fundamentals of entrepreneurship. Two additional courses will be taken, based on the students' interests, drawn from a list of approved courses across academic disciplines. This certificate is designed for current UT Arlington students and can be earned as part of a degree program at both the undergraduate and graduate level. It can also be earned by non-degree seeking students as a stand-alone certificate.

The undergraduate certificate requires a total of nine semester credit hours of coursework, which can be completed in conjunction with an existing undergraduate degree in any field or independently as a special student.

### Admission Requirements

- Undergraduate students in good standing (meeting a minimum cumulative GPA of 2.0) at UT Arlington.
- Non-degree seeking (certificate only) students must have gained admission to UT Arlington as a non-degree/non-enrolled student.

### Certificate Requirements

To receive the certificate, all courses must be completed at UT Arlington with a grade of B or higher.

MANA 3325	ENTREPRENEURSHIP: THE NEW VENTURE CREATION PROCESS	3
Select two from the following list reflecting appropriate area of study for a total of six hours		
ART 4382	ENTREPRENEURSHIP IN THE ARTS	3
ENGR 4302	ENGINEERING ENTREPRENEURSHIP	3
MANA 4333	MANAGEMENT OF TECHNOLOGICAL INNOVATION	3

MANA 4345	SOCIAL ENTREPRENEURSHIP	3
MANA 4338	DIRECTED STUDIES IN ENTREPRENEURSHIP	3
MANA 4339	PITCHING THE ENTREPRENEURIAL IDEA	3
MARK 4320	PRODUCT AND BRAND STRATEGY	3

For additional information or questions about the undergraduate certificate, please contact the College of Business Undergraduate Advising Office at 817-272-3368 or [ugadvise@uta.edu](mailto:ugadvise@uta.edu).

## Undergraduate Certificate in Managing Diversity and Inclusion in Organizations

The Managing Diversity and Inclusion in Organizations Undergraduate Certificate will provide students with an in-depth look at diversity in areas such as race, gender, sexual orientation, ethnicity, age, disability, and family status among individuals, organizations, and society from a business perspective. The certificate equips students with knowledge and skills related to developing and managing diverse applicants, employees, customers, and constituents. The certificate is established in response to a growing demand for awareness in all areas of diversity and its impact on individuals, organizations, and society. The certificate is available to business and non-business majors as well as non-degree seeking students as a stand-alone certificate.

### Admission Requirements

- UT Arlington Degree-Seeking Students (any major): Applicants must be in good academic standing with a minimum of 2.00 cumulative GPA.
- Non-Degree Seeking Students: Applicants must have earned 60 semester hours of college-level academic credit and gained admission to UT Arlington as a non-degree-seeking student.

### Certificate Requirements

The Managing Diversity and Inclusion in Organizations Certificate requires nine (9) credit hours, which can be completed in conjunction with an existing undergraduate degree in any field or independently by a non-degree seeking student. Students must complete the appropriate prerequisites before enrolling in program courses. All nine hours must be completed at UT Arlington with a 2.50 average GPA. A minimum of two B's and one C must be earned to reach the required 2.5 GPA in certificate coursework. A grade of D or F will not be accepted for any certificate courses.

All students will complete a common course that will present the foundation for the study of diversity in organizations, and two additional business electives based on their interest.

MANA 4326	DIVERSITY IN ORGANIZATIONS	3
Select two from the following list for a total of six hours		
ECON 4305	THE ECONOMICS OF DISCRIMINATION	3
MANA 4321	INTERNATIONAL MANAGEMENT	3
MANA 4329	DISABILITY & WORK	3
MARK 4325	INTERNATIONAL MARKETING	3
MARK 4335	MULTICULTURAL MARKETING	3

For additional information or questions about the undergraduate certificate, please contact the College of Business Undergraduate Advising Office at 817-272-3368 or [ugadvise@uta.edu](mailto:ugadvise@uta.edu).