

Management professionals lead and coordinate people, activities, and systems to achieve organizational goals. Students enrolled in the management major develop the skills and knowledge needed to perform the functions of managers: planning, organizing, controlling, and directing. EIU's management majors may study general management or concentrate in international or human resource management.



## Become a Management Major!

Management is one of six majors at EIU's School of Business. Students who succeed as Management Majors are:

- Adaptable and flexible
- Analytical
- Problem solvers
- Planners
- Decision makers
- People oriented
- Goal oriented
- Leaders

The Management Major curriculum emphasizes: analytical skills, ability to interpret data, planning and organizing, research skills, written communication, presentation skills, problem solving, and teamwork.

## Professional Development Opportunities

Make a successful transition from college to career by enhancing the knowledge and skills you learn in the classroom through professional development activities. To gain a competitive edge in starting your career you can:

- Be a student leader by participating in EIU's award-winning student business organizations such as the [Society for Human Resource Management](#) and [Delta Sigma Pi](#).
- Complete a [management internship](#) to apply your academic skills and knowledge in the "real world," polish your professional skills, and gain a head start on your career.
- [Study abroad](#) to gain international experience that will help prepare you for the competitive global marketplace.
- Participate in [career development activities](#) such as mock interviews and resume workshops, job shadowing, and business etiquette programs to gain the skills and confidence to begin your career successfully.
- Conduct in-depth study by working on a [management research project](#) with a management professor.

## Careers in Management

People who can manage resources such as time, money, people, and equipment effectively and efficiently always are in demand by businesses, government agencies and nonprofit organizations. Career tracks and positions open to [management majors](#) include:

- Bank manager
- Compensation analyst
- Contract administrator
- Customer service manager
- Development officer
- Insurance underwriter
- Logistics specialist
- Merchandise manager
- Pricing analyst
- Property manager
- Retail buyer
- Salesperson
- Sales manager
- Benefits administrator
- Claims analyst
- Credit manager
- Entrepreneur
- Health care administrator
- Human resource manager
- Job analyst
- Operations manager
- Project manager
- Purchasing agent
- Retail manager
- Supply chain manager
- Training specialist

Managers may want to complete a master's degree in business administration (MBA) or other specialized graduate degree to advance in some areas such as consulting, corporate management, and governmental executive management.

EIU's School of Business is accredited by the Association to Advance Collegiate Schools of Business International (AACSB). AACSB is the premier accreditation body for institutions offering degrees in business and accounting.



# Management Curriculum Requirements

A grade of C or better is required in courses designated with an arrow (▶).

## EIU General Education Curriculum:

▶ENG 1001G	College Composition I
▶ENG 1002G	College Composition II
▶CMN 1310G	Introduction to Speech Communication
MAT 2120G	Finite Mathematics
ECN 2801G	Principles of Macroeconomics
ECN 2802G	Principles of Microeconomics

Students also must fulfill the University foreign language requirement (two courses in a single foreign language) unless exempt based on high school course work.

## Critical Thinking & Quantitative Reasoning Course:

CTQR Options: CMN2040, ECN3450, GEO3810, MAT2110G, MIS3505, **OSC3800** (May double count as MGT elective), OSC4820, PHI1900G, PHI1990G

## Business Core Curriculum (prerequisites required):

BUS 1000	Introductory Business Seminar
▶BUS 1950	Computer Concepts and Applications for Business
▶BUS 2101	Financial Accounting
▶BUS 2102	Managerial Accounting (BUS2101)
▶BUS 2750	Legal and Social Environment of Business
▶BUS 2810	Business Statistics (BUS1950)
BUS 3010	Management & Organizational Behavior (60 hours)
BUS 3200	International Business (BUS 2750, ECN 2801G, ECN2802G)
BUS 3470	Principles of Marketing (BUS2810, MAT2120G)
BUS 3500	Mgmt Information Systems (BUS1950, MAT2120G)
BUS 3710	Business Financial Mgmt (BUS2101, MAT2120G)
BUS 3950	Operations Mgmt (BUS 2810, MAT2120G)
BUS 4360	Strategy and Policy (Capstone for Senior Year)

## Management Core (prerequisites required):

MGT 3450	Human Resource Management (60 hours)
MGT 3830	Managerial Communications (60 hours)
MGT 4310	Organizational Behavior (BUS3010)
MGT 4600	Intl Business Policy & Operation (BUS3200)
MGT 4650	Management Seminar (90 hrs, MGT3450, 3830, 4310)

## Plus one of the following concentrations (12 hours):

- **General Management**
  - Four electives (E)
- **Human Resource Management (HR)**
  - Three required (HR), One elective (E)
- **International (IM)**
  - Three electives (IM), One elective (E)

MGT 3900	Employment Law (HR) (E)
MGT 4370	Compensation Management (HR) (E)
MGT 4500	Employee Staffing & Development (HR) (E)
MGT 3970	Study Abroad (IM) (E)
MGT 4275	Internship in Management (IM) (E)
MGT 4700	Special Topics in Management (IM) (E)
FIN 4820	International Finance (IM)
MAR 4490	International Marketing (IM)
GEG, ECN, HIS, or PLS (w/ Intl focus; max 3 credits)	(IM)
MGT 4560	Seminar in Decision Making & Leadership (E)
MGT 4740	Independent Study (E)
MGT 4800	Management of Innovation & Tech (E)
MGT 4860	Managing Conflict, Power & Politics in Org (E)
MGT 4950	Management Consulting (E)
ACC 3300	Management and Cost Accounting (E)
BUS 4000	Business Ethics (E)
ENT 3300	Foundations of Entrepreneurship (E)
MAR 3875	Retail Management (E)
MAR 4470	Professional Sales (E)
OSC 3800	Spreadsheet Model/Analysis Mgmt Dec Mkg (E)
OSC 4340	Strategic Quality Management (E)
OSC 4810	Supply Chain & Logistics Management (E)
OSC 4850	Project Management (E)

Management majors complete 9 semester hours of electives. Students who are exempt from MAT 1271 as a prerequisite to other math courses will complete an additional 3 semester hours of electives.

First Semester		Second Semester	
First Year			
Course	Hrs	Course	Hrs
BUS 1000	2	ENG 1002G	3
BUS 1950	3	MAT 2120G	3
ENG 1001G	3	ECN 2801G	3
MAT 1271	3	General ed	3
CMN 1310G	3	General ed	4
<b>Total</b>	<b>14</b>	<b>Total</b>	<b>16</b>
Second Year			
Course	Hrs	Course	Hrs
BUS 2101	3	BUS 2102	3
BUS 2810	3	BUS 2750	3
ECN 2802G	3	General ed	3
General ed	3	General ed	3
General ed	3	General ed	3
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

Third Year			
Course	Hrs	Course	Hrs
BUS 3010	3	BUS 3500	3
BUS 3200	3	BUS 3950	3
BUS 3470	3	MGT 3450*	3
BUS 3710	3	Elective	3
MGT 3830	3	Elective	3
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>
Fourth Year			
Course	Hrs	Course	Hrs
MGT 4310	3	BUS 4360	3
MGT 4600	3	MGT 4650	3
MGT Elective	3	MGT Elective	3
MGT Elective	3	MGT Elective	3
Senior Seminar	3	Elective	3
<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>