The Department of Management invites you to consider a major in management. Do you like to work with people? Need help solving people problems at work? Hope to start your own business? Want to run an environmental project? Or a bank, a store, a farm, or a government agency? Are you interested in how people from diverse backgrounds work together to achieve common goals? If you answered yes to any of these questions, you should consider a degree in management. The mission of the department is to prepare graduates, with a Bachelor of Business Administration, for management careers in a broad spectrum of New Mexico, national, and globally oriented businesses. Management graduates work in small and large agricultural, manufacturing, government, transportation, public utility, merchandising, health care, environmental, and communications organizations.

The study of management offers the opportunity to develop skills in utilizing human, physical, and economic resources to achieve organizational objectives. These are important cross-functional skills in today's competitive job market. Students will acquire the skills and knowledge to develop their potential and to lead others in a common mission. Management majors may choose from program options in human resources management, managerial leadership, operations management, or small business management, and entrepreneurship. Every candidate for a management degree must fulfill the following requirements in addition to the general education and other foundation courses and the business core courses. Students will choose one of the four options that follow.

**OPTION: Human Resources Management**

**Major Courses (24 credits)**
- MGT 332, Human Resources Management .........................................................3
- MGT 333, Training and Development ....................................................................3
- MGT 451, Selection, Placement, and Performance Evaluation.............................3
- MGT 460, Compensation Management....................................................................3
- Electives in management, upper division ..............................................................12

**Elective Courses (24 credits)**
- Viewing a Wider World (two courses from two colleges other than CBA&E, from courses listed in General Education Requirements, Part III) ..............6
- General electives (at least 11 credits must be taken outside the CBA&E) .............18
OPTION: Managerial Leadership

Major Courses (24 credits)
MGT 347, Management Functions and Processes...................................................3
MGT 453, Leadership and Motivation........................................................................3
MGT 454, Work Teams in Organizations .................................................................3
Electives in management, upper division ..................................................................15

Elective Courses (24 credits)
Viewing a Wider World (two courses from two colleges other than CBA&E, from courses listed in General Education Requirements, Part III) .......... 6
General electives (at least 11 credits must be taken outside the CBA&E) .......... 18

OPTION: Operations Management

Major Courses (24 credits)
MGT 345G, Quality and Competitiveness: An International Perspective.............3
MGT 351, Purchasing and Materials Management ..................................................3
MGT 445, Operations Planning and Control.............................................................3
MGT 480, Operations Strategy..................................................................................3
Electives in management, upper division (may include MKTG 361 or MKTG 460) ..................................................................................................................12

Elective Courses (24 credits)
Viewing a Wider World (two courses from two colleges other than CBA&E, from courses listed in General Education Requirements, Part III) .......... 6
General electives (at least 11 credits must be taken outside the CBA&E) .......... 18

OPTION: Small Business Management and Entrepreneurship

Major Courses (24 credits)
MGT 461, Seminar in Entrepreneurship.................................................................3
MGT 448, Small Business Consulting......................................................................3
MGT 464, Entrepreneurship Laboratory ..................................................................3
One additional special topics course approved in advance by the Director of the Entrepreneurship Program .........................................................3
Electives in management, upper division ...............................................................12

Elective Courses (24 credits)
Viewing a Wider World (two courses from two colleges other than CBA&E, from courses listed in General Education Requirements, Part III) .......... 6
General electives (at least 11 credits must be taken outside the CBA&E) .......... 18