Management

2016-2017 Academic Year

A. B. Freeman School of Business

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Fax: (504) 862-8733
Web: freeman.tulane.edu/programs/bsm/majors.php
GENERAL REQUIREMENTS FOR STUDENTS MATRICULATING IN ACADEMIC YEAR: 2016-2017

DEGREE:                  BACHELOR OF SCIENCE MANAGEMENT
TOTAL CREDITS:          122
MAJOR:                  MANAGEMENT
MINIMUM CUMULATIVE GRADE POINT AVERAGE: 2.0
MINIMUM MAJOR GRADE POINT AVERAGE: 2.0

<table>
<thead>
<tr>
<th>Area</th>
<th>Credits</th>
<th>To Be Selected From</th>
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<tbody>
<tr>
<td>First Year Writing</td>
<td>4</td>
<td>ENGL 1010 or Equivalent</td>
</tr>
<tr>
<td>TIDES – 1 course in fall semester</td>
<td>1-1.5</td>
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<tr>
<td>Foreign Language – Competence at 1020-Level (1-2 courses depending on placement and language)</td>
<td>3-8</td>
<td>Arabic, Chinese, French, German, Greek, Hebrew, Italian, Japanese, Latin, Portuguese, Russian, or Spanish</td>
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<tr>
<td>Cultural Knowledge – 1 Humanities</td>
<td>6</td>
<td>Courses designated Humanities and Fine Arts</td>
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<tr>
<td>Cultural Knowledge – 1 Fine Arts</td>
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<tr>
<td>Cultural Knowledge – Social Science</td>
<td>6</td>
<td>ECON 1010 and 1020</td>
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<tr>
<td>Quantitative Reasoning</td>
<td>3-4</td>
<td>MATH 1210 or equivalent</td>
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<tr>
<td>Scientific Inquiry – 1 Lab Science</td>
<td>7-8</td>
<td>Courses from departments</td>
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<tr>
<td>Public Service – 1st Tier</td>
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<td>Designated Science</td>
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<tr>
<td>2nd Tier</td>
<td></td>
<td>PSYC 1000, 1001</td>
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<tr>
<td>Western Traditions</td>
<td>3</td>
<td>Refer to Undergraduate Core Curriculum Guide</td>
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<tr>
<td>Outside Western Traditions Or Comparative Cultures Intl. Perspectives</td>
<td>3</td>
<td>Refer to Undergraduate Core Curriculum Guide</td>
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**Minor Requirements for Management:** 9 credit hours
- MGMT 4120 – Corporate and Cooperative Strategy
- MGMT 4150 – Environment, Society, and Capitalism
- MGMT 4180 – Management of Technology and Innovation

**Note:** The Management Minor is only available to students who are in the A. B. Freeman School of Business.

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<tr>
<th>Area</th>
<th>Credits</th>
<th>To Be Selected From</th>
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<tbody>
<tr>
<td>Required Non-Business Courses</td>
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<tr>
<td>MATH 1210 or equivalent</td>
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<td>MATH 1140 or MATH 1230</td>
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<tr>
<td>ECON 1010</td>
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<td>ECON 1020</td>
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<tr>
<td>PSYC 1000, 1001</td>
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<td>TIDES (TIDB recommended)</td>
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<td>BSM Core Requirements – 28 credit hours</td>
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<td>ACCN 2010</td>
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<td>ACCN 3010</td>
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<td>MSCP 3010</td>
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<td>FINE 3010</td>
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<td>MGMT 3010</td>
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<td>MKTG 3010</td>
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<tr>
<td>MGMT 4010</td>
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<tr>
<td>MGMT 4900 (Capstone) CDMA 1201</td>
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**Major Requirements**

**Consulting Track:**
- MGMT 4120
- MGMT 4170
- MGMT 4180
- MGMT 4600

**Select TWO courses from:**
- MGMT 4110
- MGMT 4130
- MGMT 4140
- MGMT 4150
- MGMT 4160
- MGMT 4610
- FINE 4130

**Entrepreneurship Track:**
- MGMT 4150
- MGMT 4180
- MGMT 4610
- FINE 4130

**Select TWO courses from:**
- MGMT 4110
- MGMT 4120
- MGMT 4130
- MGMT 4140
- MGMT 4160
- MGMT 4170
- MGMT 4600

**Additional Recommended Electives:**
- MKTG 4100
- MKTG 4220
- MKTG 4110
- ACCN 3100

**Four Required Business Electives** – 12 credit hours

**Free Electives** – credit hours vary

**Study Abroad:** Paris, Madrid, Copenhagen

- The Degree Plan and other information provided in this booklet serve only as advising tools. Newcomb-Tulane College advisors will help advise you on the core-curriculum, decide on a major, and consult on any academic success issues.
- Your business coordinator will advise you on business major and minor requirements.
- Students with non-business majors will have more than one advisor and will need to consult with the appropriate advisor.
- Students with non-business minors are not assigned an advisor, but a faculty member in the department is designated to advise minors.
- Become familiar with your major! By declaring early, you have access to a major advisor, are able to enroll in “majors only” classes, and are included in list serves that allow you to receive information about events, internships, and other opportunities.
- Pre-med and Pre-law students should also consult with one of the Pre-Professional advisors.
What Can I Do with a Major in…

Management

GENERAL INFORMATION
- Management is a broad business degree that can lead to many career opportunities. Students should clearly define their career goals and seek related experience to reach those goals.
- Gaining relevant work experience through internships, practica, part-time jobs, or volunteer positions is critical.
- To maximize your employability, develop practical skills such as computer expertise, written and verbal communication, project management, etc.
- Participate in related co-curricular activities and obtain leadership positions to broaden skills. Many desirable skills can be developed through participation in and leadership of student organizations.
- Develop and utilize a personal network of contacts. Once in a position or industry, find a mentor.
- Consider earning an advanced degree (MBA, law, etc.) after gaining work experience to reach the highest level of business management.
- Learn to work well in a team and effectively with a wide variety of people.
- Strong communication skills, including public speaking and interpersonal, are important to achieving success in this field.
- Supplement your management coursework with courses that will assist you in your chosen area(s) of interest, such as accounting, marketing, computer science, statistics, finance, etc.

SKILLS
- High proficiency in written/oral communications
- Ability to think and write critically
- Ability to make critical observations/decisions
- Decision making skills
- Ability to identify problems and needs and develop solutions
- Ability to create action steps from ideas and concepts
- Excellent planning and organization skills
- Ability to apply information creatively to solve problems
- Ability to review, analyze and interpret data
- Critical thinking skills

CAREER AREAS

MANAGEMENT
- Management
- Assistant management

HUMAN RESOURCE MANAGEMENT
- Recruiting/staffing
- Compensation
- Benefits
- Safety
- Equal Employment Opportunity

OPERATIONS MANAGEMENT
- Operations research analysis
- Business strategy
- Inventory control
- Production management
- Quality assurance
- Materials management
- Purchasing/buying

EMPLOYERS
- Banks and financial institutions
- Restaurants
- Service providers
- Healthcare organizations
- Nonprofit organizations
- Self-employed

- Retail stores
- Hotels
- Government

- Large corporate entities
- Service industry
- Hospitals and healthcare organizations
- Universities
- Staffing agencies
- Government

- Manufacturers
- Industrial organizations
- Service organizations

If you think you might be interested in this major, but you are not absolutely sure, an exploratory advisor can help you explore major and career options, please go to: Explore.Tulane.edu

If you are interested in information about Law Professions, please go to: LawProfessions.Tulane.edu

If you are interested in information about Health Professions, please go to: HealthProfessions.Tulane.edu
What Can I Do with a Major in... Management

**BANKING**
- Commercial banking
- Consumer banking
- Credit analysis
- Lending
- Mortgage loans
- Branch management
- Operations

**INSURANCE**
- Claims
- Underwriting
- Risk management
- Sales
- Loss control

**REAL ESTATE**
- Residential brokerage
- Commercial sales
- Appraisals
- Property management

**PROFESSIONAL ORGANIZATIONS**

- American Management Association
  www.amanet.org

- American Society for Training and Development
  www.astd.org

- International Association for Human Resource Information Management
  www.ihrim.org

- Society for Human Resource Management
  www.shrm.org

- American Staffing Association
  www.americanstaffing.net

**RELATED WEBSITES & ASSOCIATIONS**

- Information for HR Professionals
  www.hr.arizona.edu/HRadmin/HRprofs/index.php

- Occupational Outlook Handbook
  http://stats.bls.gov/oco/ocos021.htm

- HR World
  www.hrworld.com

**For Jobs, internships, resume assistance, interviews, and self-assessments, please go to:**

Tulane University is committed to your academic success and provide several services to assist.