

MANAGEMENT (B.S.)

The goal of the Bachelor of Science (B.S.) in Management is to prepare students to advance their careers in management through both regional savvy and astute global awareness. Business managers formulate the policies and direct the operations of corporations, nonprofit institutions, and government agencies. Specifically, managers:

- develop strategies and goals
- design and maintain organizations' structures and systems
- recruit and train new staff
- ensure profitability
- motivate employees
- develop and maintain an organization's culture
- make decisions regarding the future of the organization

The scope of a manager's job duties largely depends on the size of the organization. Within large companies, managers may specialize in one particular function. In small organizations, however, the manager's role is more of a generalist and they may be responsible for many different activities.

Four concentrations are available for Management majors: Leadership, Human Resource Management, Sport Management and International Business. Graduates may seek entry-level positions in practically all aspects of today's global business environment. A representative sample of job titles of former graduates with a business management major include: Small business/Franchise Owner, Management Consultant, Account Executive, Management Trainee, Human Resource Manager, Construction Supervisor, Sales Representative, Employee Relations Advisor, Retail Store Manager, Training Specialist, Sports Facility Manager, Sport Promotions Manager. This list represents some, but certainly not all, of the positions graduates might consider.

Concentrations

- Human Resource Management Concentration
- International Business Concentration
- Leadership Concentration
- Sports Management Concentration

Program Progression and Additional Graduation Requirements

Degree-seeking students are classified as pre-majors prior to formal transition into a Lutgert College of Business (LCOB) major. As pre-majors, students may enroll in lower division (1000-2999 level) courses to satisfy general education and common prerequisite requirements; lower level electives; and business common core courses, except GEB 4890 Business Strategy, if course prerequisites are met. Pre-majors may not enroll in upper division (3000-4999 level) courses for the major.

Transition from a LCOB pre-major to a major happens following (a) completion of all common prerequisites with a minimum grade of C or higher in each course; and (b) completion of 50 earned credits with a minimum FGCU GPA of 2.0.

For timely degree completion, FTIC (First Time in College) students are expected to complete the following:

- MAC 1105 College Algebra with minimum grade of B (or relevant accelerated credit or placement exam), ECO 2023 Principles of Microeconomics or ECO 2013 Principles of Macroeconomics with minimum grade of C, one additional common prerequisite, and an overall 2.4 FGCU GPA within one calendar year from admission
- Four common prerequisites by the end of the third semester (excluding summer) from admission
- Seven common prerequisites and an overall 2.7 FGCU GPA by the end of the fourth semester (excluding summer) from admission
- MAN 3025 Principles of Management with minimum grade of C by the end of the fifth semester (excluding summer) from admission
- FIN 3403 Business Finance with minimum grade of C by the end of the sixth semester (excluding summer) from admission

For timely degree completion, transfer students are expected to complete the following:

- Seven common prerequisites and an overall 2.7 FGCU GPA by the end of the third semester (excluding summer) from admission
- MAN 3025 Principles of Management with minimum grade of C by the end of the fourth semester (excluding summer) from admission
- FIN 3403 Business Finance with minimum grade of C by the end of the fifth semester (excluding summer) from admission

Students should refer to the Degree Map for milestone information. Degree maps for each major can be found at <https://www.fgcu.edu/cob/>.

In addition to the program requirements, students must:

- Attempt ACG 2021 Intro. to Financial Acctg. no more than two times.
- Earn a grade of C or higher in the common prerequisites, business common core, required courses in the major, and restricted electives/concentration.
- Complete a minimum of 48 of the 120 credits at the upper division (3000-4999 level).
- Complete the last 30 credits of business courses at FGCU.
- Complete a minimum of 12 credits in the major at FGCU.
- Earn a minimum cumulative GPA of 2.0 for all coursework attempted at FGCU.
- Satisfy the College-Level Skills and foreign language entrance requirements.
- Satisfy the Service-Learning requirement.
- Satisfy the Civic Literacy requirement.
- Complete the standardized business knowledge assessment exam administered during the last semester in GEB 4890 Business Strategy.
- Complete the summer course enrollment requirement.
- Submit an Application for Graduation by the deadline listed in the FGCU Academic Calendar.

Program Requirements

Code	Title	Credits
FGCU General Education Program (https://www.fgcu.edu/academics/undergraduatestudies/generaleducation/)		

To prevent or minimize excess hours, select general education courses that satisfy common prerequisite requirements for your intended major.

Common Prerequisites

For this major, common prerequisite courses with an asterisk (*) require prior knowledge and skills demonstrated through degree acceleration programs (e.g., the College Board's Advanced Placement Program [AP], International Baccalaureate Program [IB], College-Level Examination Program [CLEP], Advanced International Certificate of Education Program [AICE]); dual enrollment; placement exam; or college coursework.

A minimum grade of C is required in each course

ACG 2021	Intro. to Financial Acctg. (Acceptable Substitute: ACGX021 or ACGX022 or (ACGX001 and ACGX011))	3
ACG 2071	Intro. to Managerial Acctg. (Acceptable Substitute: ACGX071 or ACGX301)	3
CGS 1100	Computer Software & Technology (Acceptable Substitute: CGSX100 or CGSX100C or CGSX570 or CGSX060 or CGSX531 or CGSX000 or ISMX000 or CGSX518)	3
ECO 2013	Principles of Macroeconomics (Acceptable Substitute: ECOX013)	3
ECO 2023	Principles of Microeconomics (Acceptable Substitute: ECOX023)	3
MAC 2233	Elementary Calculus I (Acceptable Substitute: MACX233) ^{*,1}	3
STA 2023	Statistical Methods (Acceptable Substitute: STAX023 or STAX122 or QMBX100)	3

Business Common Core (27 credits)

BUL 3130	Legal & Ethical Enviro of Bus	3
FIN 3403	Business Finance	3
GEB 4890	Business Strategy	3
ISM 3011	Information Systems	3
MAN 3025	Principles of Management	3
MAR 3023	Introduction to Marketing	3
SCM 3005	Supply Chain Management	3

Select one of the following:

ENC 3250	Professional Writing	3
GEB 3523	Critical Think&Writing for Bus	3

Select one of the following:

GEB 3085	Professional Development	3
SPC 1608	Effective Speaking	3
SPC 2023	Public Speaking	3

Required Courses in the Major (15 credits)

MAN 3201	Organizational Theory & Change	3
MAN 3301	Human Resource Management	3
MAN 3600	International Business	3
MAN 3623	Global Org. Behavior & Ethics	3
MAN 4720	Integrated Management Capstone	3

Restricted Electives in the Major/Concentration (12 credits)

Select one of the following groupings:

Leadership Concentration		
MAN 3033	Mgmt. Analysis Lead. & Control	3
MAN 4143	Leadership	3

Choose one of the following:

MAN 3046	Leading Teams	3
MAN 4441	Negotiation	3

Select an additional 3 credits of an approved upper division (3000-4999 level) course from the following list:

AEB 3133	Principles Agribusiness Mgmt	3
AEB 3933	Special Topics in Agribusiness	3
ENT 3004	Entrepreneurship & Creativity	3
ENT 3204	Scaling Ventures	3
ENT 3243	Promoting New Ventures	3
ENT 3273	Foundational Startup Skills	3
ENT 3503	Social Entrepreneurship	3
ENT 3607	Innovation by Design	3
GEB 3085	Professional Development	3
GEB 3956	Study Abroad in Business	1-6
MAN 3320	Employee Staffing	3
MAN 3350	Training and Development	3
MAN 4330	Management of Compensation	3
MAN 4602	Global Business Strategy & Org	3
MAN 4625	Global Human Resource Mgt	3
MAN 4905	Independent Study in Mgt	3
MAN 4930	Seminar in Management	1-3

MAN 4941	Management Internship	3
SPM 3004	Principles of Sports Mgt	3
SPM 3024	Contemporary Issues Sport	3
SPM 4104	Sport Facility & Event Mgt.	3
SPM 4304	Sports Promotion	3

Other upper division (3000-4999 level) courses with a management focus may be considered to meet the elective requirement - see college advisor/student success counselor.

Human Resource Management Concentration		
MAN 3320	Employee Staffing	3
MAN 3350	Training and Development	3
MAN 4330	Management of Compensation	3

Select an additional three credits from:

MAN 3401	Labor-Management Relations	3
MAN 4625	Global Human Resource Mgt	3
MAN 4941	Management Internship	3

Or other upper division (3000-4999 level) courses with a Human Resources Management focus may be considered to meet the elective requirement - see college advisor/student success counselor.

Sports Management Concentration		
SPM 3004	Principles of Sports Mgt	3
SPM 4304	Sports Promotion	3

Choose one of the following:

SPM 3024	Contemporary Issues Sport ²	3
SPM 4104	Sport Facility & Event Mgt. ²	3

Select an additional three credits from:

MAN 4941	Management Internship	3
SPM 3024	Contemporary Issues Sport ²	3
SPM 4104	Sport Facility & Event Mgt. ²	3

Or other upper division (3000-4999 level) courses with a Sports Management focus may be considered to meet the elective requirement - see college advisor/student success counselor.

International Business Concentration		
MAN 4602	Global Business Strategy & Org	3
MAN 4625	Global Human Resource Mgt	3
Select an additional six credits from:		6
ECO 3703	International Economics	3
MAR 4156	International Marketing	3
SCM 4143	Global Supply Chain Mgmt	3
GEB 3930	Special Topics in Business	3
GEB 3956	Study Abroad in Business	1-6
MAN 4905	Independent Study in Mgt	3
MAN 4941	Management Internship	3

Foreign language courses with an SPN, GER, or FRE subject designation will also meet the elective requirement. Other foreign language courses and other upper division (3000-4999 level) courses with an International Business focus may be considered to meet the elective requirement - see college advisor/student success counselor.

No concentration noted on transcript

Select 12 credits from the concentrations or from the following:

AEB 3133	Principles Agribusiness Mgmt	3
AEB 3933	Special Topics in Agribusiness	3
ENT 3004	Entrepreneurship & Creativity	3
ENT 3204	Scaling Ventures	3
ENT 3243	Promoting New Ventures	3
ENT 3273	Foundational Startup Skills	3
ENT 3503	Social Entrepreneurship	3
ENT 3607	Innovation by Design	3
GEB 3085	Professional Development	3
GEB 3956	Study Abroad in Business	1-6
MAN 3033	Mgmt. Analysis Lead. & Control	3
MAN 3046	Leading Teams	3
MAN 3320	Employee Staffing	3
MAN 3350	Training and Development	3
MAN 4143	Leadership	3
MAN 4330	Management of Compensation	3
MAN 4441	Negotiation	3
MAN 4602	Global Business Strategy & Org	3
MAN 4625	Global Human Resource Mgt	3
MAN 4905	Independent Study in Mgt	3
MAN 4930	Seminar in Management	1-3
MAN 4941	Management Internship	3
SPM 3004	Principles of Sports Mgt	3
SPM 3024	Contemporary Issues Sport	3
SPM 4104	Sport Facility & Event Mgt.	3
SPM 4304	Sports Promotion	3

Other upper division (3000-4999 level) courses with a management focus may be considered to meet the elective requirement - see college advisor/student success counselor.

Sustainability Course Graduation Requirement (3 credits)

Select at least 3 credits in sustainability coursework (SCGR Attribute)

Additional Electives

As needed to reach total credits required for the degree

¹ Prerequisites of MAT 1033 Intermediate Algebra minimum grade of C then MAC 1105 College Algebra minimum grade of B; or relevant accelerated credit; or placement exam

² The courses taken in one category cannot be used to satisfy another category.

Total Credits Required: 120