DIVISION OF MANAGEMENT AND INTERNATIONAL BUSINESS

Mark Bolino, Director
206 Adams Hall
307 W. Brooks
Norman OK 73019
(405) 325-3982
mbolino@ou.edu
www.ou.edu/price/management_ib

General Information

The goal of the Division of Management and International Business is to educate students so that they can make strategic, administrative and/or supervisory contributions to organizations through critical thinking plus mastery of fundamental skills and concepts. Faculty are active in research plus have publications in leading academic and practitioner-oriented journals in the areas of Human Resources Management, International Business, Organizational Behavior, Social/Environmental Issues in Business, and Strategic Management. The course portfolio ranges from survey courses in cross-cultural management, human resource management, the legal environment of business, organizational behavior and the management of professional sports to skills based courses in consulting, contract law, negotiation and supervision as well as specialty courses including international human resources, natural gas markets, sports logistics and real property law. The award-winning faculty consists of both academics and practitioners which provides students with both an intellectual framework within which to understand world of management and real-world insights to help insure students' success. This combined approach is a dynamic strength of our unit, leading to an application oriented, integrative core approach to the classroom.

Programs & Facilities

Sports Business Association

The Sports Business Association is a student run organization that serves to develop business and leadership skills of our members. The SBA works with local, regional, and national organizations, industry leaders, and program alumni to design programming that fits all levels of professional development. The club is open to any OU student who wants to learn more about the sports business industry.

Energy Management Student Association

The EMSA provides an abundance of activities including energy industry programs, internship opportunities, scholarship interviews, community service, and more.

Capstone and International Business in Spain

The Division of Management & International Business offers B AD 4013, Business Policy and Strategy (Capstone), during the summer (late May, June) in Alcalá de Henares, a historic college town and UNESCO World Heritage Site just 30 minutes from Madrid. Transportation is readily available to allow students access to everything Madrid has to offer including concert halls, museums, shopping, and restaurants. Students from Price College will be on campus in Alcalá de Henares with other Spanish and international students. All classes are taught in English by Price College faculty, with the additional participation of professors from the University of Alcalá de Henares. Lectures complement other program activities that include business tours, trips to other cities and areas of Spain, visits to museums, and an introduction to Spanish culture and cuisine.

First Fidelity Bank Integrated Business Core

Undergraduate students have the opportunity to enroll in a one-semester (12 hours) project-based program called the First Fidelity Bank Integrated Business Core (IBC), which provides both real-world experience and an integrated introduction to concepts in at least three business disciplines. IBC students gain experience by creating and managing an actual start-up company funded by a loan up to $10,000 and a hands-on community service project on behalf of a non-profit campus or community organization. The program has had a nearly $13 million economic impact since 2000 and has received local, regional and national acclaim.

Undergraduate Study

Bachelor of Business Administration

The Energy Management, Bachelor of Business Administration is the first (and largest) of its kind in the nation - created in 1958. The energy-focused curriculum is comprised of classes in business, law, petroleum engineering, geology, and meteorology.

The Management, Bachelor of Business Administration prepares students to lead and communicate with people in a professional role. Jobs are available in almost every industry worldwide for managers with strong leadership qualities.

The International Business, Bachelor of Business Administration prepares students for the global business world of the 21st century. A unique feature of the program is that it is a Dual-Major program. Students are required to major in International Business, which provides an across-business-disciplines appreciation of the challenges and strategies for coping in the global business world in which we live today and will continue to live during your lifetime. Additionally, students are required to double major in Accounting, Economics, Entrepreneurship, Finance, Human Resource Management, Management Information Systems, Marketing, or Supply Chain Management.

The Sports Business, Bachelor of Business Administration program combines courses from faculty with extensive experience, exposure to hands-on projects, plus internship opportunities with all types of sports organizations.

Accelerated Program

- Management, B.B.A./Management of Information and Technology, M.S.

Minor

The Division of Management and International Business offers these Minors:

- Leadership for Business Majors Minor
- Management Minor
- Sports Business Minor for Business Majors
- Sports Business Minor for Non-Business Majors

Undergraduate Certificates

The Division of Management and International Business offers these undergraduate certificates:

- Human Resource Management
- Leadership
- Legal Studies
- Renewable Energy Management

Courses

EMGT 2001 Introduction to Energy Management 1 Credit Hour
Prerequisite: Sophomore standing. Designed to give students interested in the energy industry an understanding of and appreciation for the history and dynamics of the OU Energy Management program and the energy industry, includes industry lecturers and on-site operation visits. (F, Sp)

EMGT 3001 Introduction to Energy Management 1 Credit Hour
Prerequisite: Student must be a declared Energy Management major and have been approved for degree candidacy by Price College, MATH 1743 or MATH 1823 or MATH 1914; ACCT 2123 or concurrent enrollment. Designed to give students interested in the energy industry an understanding of and appreciation for the history and dynamics of the OU Energy Management program and the energy industry. Includes industry lecturers and on-site operation visits. (F, Sp)

EMGT 3113 Energy Production and Markets 3 Credit Hours
Prerequisite: Student must be approved for Degree Candidacy; Energy Management majors only; MATH1743, MATH1823 or MATH1914; ACCT2123 or concurrent enrollment. Survey of the energy landscape and introduction to local, regional, national and international energy issues from a management perspective. Provides comprehensive coverage of all facets of energy production and use. Introduces students to contemporary issues shaping the industry such as deregulation and emergence of new energy markets. (F, Sp)

EMGT 3123 Introduction to Exploration and Production 3 Credit Hours
Prerequisite: Student must be approved for Degree Candidacy; Energy Management majors only; MATH1743, MATH1823 or MATH1914; ACCT2123 or concurrent enrollment. Overview of hydrocarbons and world energy; exploration technology; drilling and completion methods; hydraulic fracturing; production systems; well completions and stimulation; common industry terminology and acronyms. (F, Sp)

EMGT 3440 Mentored Research Experience 3 Credit Hours
0 to 3 hours. Prerequisites: ENGL 1113 or equivalent, and permission of instructor. May be repeated; maximum credit 12 hours. For the inquisitive student to apply the scholarly processes of the discipline to a research or creative project under the mentorship of a faculty member. Student and instructor should complete an Undergraduate Research & Creative Projects (URCP) Mentoring Agreement and file it with the URCP office. Not for honors credit. (F, Sp, Su)

EMGT 3513 Sustainable Policy and Regulations 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College or departmental permission for non-business majors in the Renewable Energy Management certificate program. The course will provide a comprehensive understanding of developing law and policy for renewable energy and its effects on energy policy for the US and the world. Course work will include a comparative understanding of existing energy policy and the effects on the environment. The course will include guest speakers addressing topical work in this fast-paced area of study. (F, Sp)

EMGT 3523 Natural Gas Marketing and Power Trading 3 Credit Hours
Prerequisite: Student must be approved for Degree Candidacy by Price College or departmental permission for non-business majors in the Renewable Energy Management certificate program; Energy Management majors only; MATH1743, MATH1823 or MATH1914; ACCT2123 or concurrent enrollment. An overview of the supply & demand of natural gas and electricity markets with an introduction to risk management techniques associated with the physical and financial aspects of the commodities. (F, Sp)

EMGT 3533 Commercial Applications in Power Markets 3 Credit Hours
Prerequisite: Students must be approved for degree candidacy by Price College or departmental permission for non-business majors in the Renewable Energy Management certificate program. The course will provide a comprehensive understanding of all commercial applications around the electricity sector. Course work will include comprehensive understanding of all aspects of energy supply and electricity demand, the US power grids, financial and physical trading, and economic deal structures for business development. The course will include guest speakers addressing topical work in this fast-paced area of study. (F, Sp)

EMGT 3603 Energy Law I 3 Credit Hours
Prerequisite: Student must be approved for Degree Candidacy by Price College; majors only; EMGT 2001 or EMGT 3001 and L S 3323; MATH 1743 or MATH 1823 or MATH 1914; ACCT 2123 or concurrent enrollment. The format of this course has been designed to give students a fundamental understanding of the importance of law and regulation in the energy industry. The emphasis of the course will be oil and gas law and regulation. We will focus on ownership of minerals, the oil and gas lease, oil and gas contracts and certain environmental issues. (F, Sp)

EMGT 3960 Honors Reading 1-3 Credit Hours
1 to 3 hours. Prerequisite: Admission to Honors Program. May be repeated; maximum credit six hours. Consists of topics designated by the instructor in keeping with the student's major program. The topics will cover materials not usually presented in the regular courses. (F, Sp, Su)

EMGT 3970 Honors Seminar 1-3 Credit Hours
1 to 3 hours. Prerequisite: admission to Honors Program. May be repeated; maximum credit six hours. Subjects covered vary. Deals with concepts not usually treated in regular courses. (Irreg.)

EMGT 3980 Honors Research 1-3 Credit Hours
1 to 3 hours. Prerequisite: Admission to Honors Program. May be repeated; maximum credit six hours. Will provide an opportunity for the gifted Honors candidate to work at a special project in the student's field. (F, Sp, Su)

EMGT 3990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: permission of instructor and junior standing. May be repeated once with change of content. Independent study may be arranged to study a subject not available through regular course offerings. (F, Sp, Su)

EMGT 4960 Directed Readings 1-41 Credit Hours
1 to 4 hours. Prerequisite: good standing in University; permission of instructor and dean. May be repeated; maximum credit four hours. Designed for upper-division students who need opportunity to study a specific problem in greater depth than formal course content permits. (Irreg.)

EMGT 4970 Special Topics/Seminar 1-3 Credit Hours
1 to 3 hours. Prerequisite: Senior standing or permission of instructor. May be repeated; maximum credit nine hours. Special topics or seminar course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research and field projects. (Irreg.)

EMGT 4990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: Senior standing and permission of instructor. May be repeated; maximum credit nine hours. Contracted independent study for a topic not currently offered in regularly scheduled courses. Independent study may include library and/or laboratory research and field projects. (Irreg.)

L S 2970 Special Topics 1-3 Credit Hours
Special Topics. 1 to 3 hours. May be repeated; Maximum credit nine hours. Special topics course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research, and field projects. (Irreg.)

L S 3323 Legal Environment of Business 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; ACCT 2123 or concurrent enrollment; MATH 1743 or MATH 1823 or MATH 1914 prerequisite. The legal environment of business organizations with ethical considerations and the social and political influences affecting such environments. (F, Sp, Su)

L S 3423 Legal Environment of Business II 3 Credit Hours
Prerequisite: L S 3323, and student must be approved for degree candidacy by Price College. A thorough knowledge of the legal and regulatory environment in which businesses operate is essential. This course provides an overview of the legal and regulatory environment in the United States and is designed as an enhancement to your LS3323 Legal Environment of Business course. Topics include forms of business organization, sales contracts, intellectual property, business crimes, environmental law, and antitrust. (F, Sp)

L S 3440 Mentored Research Experience 3 Credit Hours
0 to 3 hours. Prerequisites: ENGL 1113 or equivalent, and permission of instructor. May be repeated; maximum credit 12 hours. For the inquisitive student to apply the scholarly processes of the discipline to a research or creative project under the mentorship of a faculty member. Student and instructor should complete an Undergraduate Research & Creative Projects (URCP) Mentoring Agreement and file it with the URCP office. Not for honors credit. (F, Sp, Su)

L S 3960 Honors Reading 1-3 Credit Hours
1 to 3 hours. Prerequisite: Admission to Honors Program. May be repeated; maximum credit six hours. Consists of topics designated by the instructor in keeping with the student's major program. The topics will cover materials not usually presented in the regular courses. (F, Sp, Su)

L S 3970 Honors Seminar 1-3 Credit Hours
1 to 3 hours. Prerequisite: admission to Honors Program. May be repeated; maximum credit six hours. Subjects covered vary. Deals with concepts not usually treated in regular courses. (Irreg.)

L S 3980 Honors Research 1-3 Credit Hours
1 to 3 hours. Prerequisite: Admission to Honors Program. May be repeated; maximum credit six hours. Will provide an opportunity for the gifted Honors candidate to work at a special project in the student's field. (F, Sp, Su)

L S 3990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: permission of instructor and junior standing. May be repeated once with change of content. Independent study may be arranged to study a subject not available through regular course offerings. (F, Sp, Su)

L S 4413 The Law of Business Organization 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; LS 3323; ACCT 2123 or concurrent enrollment; MATH 1743 or MATH 1823 or MATH 1914. Course will trace the law and ethics of agency, agency problem and various types of business organizations. Each form of business ownership has advantages and disadvantages and presents peculiar ethical and legal issues associated with governance. (F, Sp)

L S 4523 The Law of Commercial Transactions 3 Credit Hours
(Slashlisted with L S 5523) Prerequisite: L S 3323 and ACCT 2123 or concurrent enrollment; MATH 1743 or MATH 1823 or MATH 1914; student must be approved for degree candidacy by Price College. A comprehensive survey of commercial transactions, including the law of sales, warranties, risk of loss, negotiable instruments, bank collections and deposits, electronic fund transfers, secured transactions and bankruptcy. No student may earn credit for both 4523 and 5523. (F, Sp)

L S G4613 Real Property Law 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; and L S 3323; and ACCT 2123 or concurrent enrollment; and MATH 1743 or MATH 1823 or MATH 1914. General law of real property; historical development, acquisition of title to personal property, estates in land, landlord and tenant relations, easements, deeds, mortgages, adverse possession, wills and trusts. (F, Sp)

L S G4713 The Law of International Business Transactions 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; LS 3323; ACCT 2123 or concurrent enrollment; MATH 1743 or MATH 1823 or MATH 1914. Examines the legal and ethical environment of international business. Topics include international treaties and conventions, comparative legal systems, extraterritoriality of U.S. and foreign laws, the Act of State Doctrine and the resolution of international business disputes. (Sp)

L S 4960 Directed Readings 1-4 Credit Hours
1 to 4 hours. Prerequisite: good standing in University; permission of instructor and dean. May be repeated; maximum credit four hours. Designed for upper-division students who need opportunity to study a specific problem in greater depth than formal course content permits. (Irreg.)

L S 4970 Special Topics/Seminar 1-3 Credit Hours
1 to 3 hours. Prerequisite: Senior standing or permission of instructor. May be repeated; maximum credit nine hours. Special topics or seminar course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research and field projects. (Irreg.)

L S 4990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: Senior standing and permission of instructor. May be repeated; maximum credit nine hours. Contracted independent study for a topic not currently offered in regularly scheduled courses. Independent study may include library and/or laboratory research and field projects. (Irreg.)

L S 5523 The Law of Commercial Transactions 3 Credit Hours
(Slashlisted with L S 4523) Prerequisite: L S 3323, graduate standing and permission of instructor. A comprehensive survey of commercial transactions, including the law of sales, warranties, risk of loss, negotiable instruments, bank collections and deposits, electronic fund transfers, secured transactions and bankruptcy. No student may earn credit for both 4523 and 5523. (Irreg.)

L S 5612 Employment Law 2 Credit Hours
Prerequisites: Departmental permission; graduate standing; admission into Price College graduate program. Employment law affects not only the employee/employer relationship, but can also affect the bottom line. This course is designed to explore the most common employment laws along with the ramifications of non-compliance of federal and state laws. Students will get an overview of federal discrimination laws and how they can impact the employment environment. (Su)

L S 5802 Business Ethics/Legal 2 Credit Hours
Prerequisites: graduate standing; departmental permission. Review of the American legal process and ethical frameworks for gauging business decisions. (Irreg.)

L S 5960 Directed Readings 1-3 Credit Hours
1 to 3 hours. Prerequisite: graduate standing or permission of instructor. May be repeated; maximum credit six hours. Directed readings and/or literature review under the direction of a faculty member. (Irreg.)

L S 5970 Topics in Legal Studies 1-6 Credit Hours
1 to 6 hours. Prerequisite: 5323 or permission. May be repeated with change of subject matter. (Irreg.)

L S 5990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: Graduate standing and permission of instructor. May be repeated; maximum credit nine hours. Contracted independent study for a topic not currently offered in regularly scheduled courses. Independent study may include library and/or laboratory research and field projects. (Irreg.)

MGT 2013 Introduction to Management 3 Credit Hours
A survey course covering the fundamental processes of management in terms of planning, organizing, leading and controlling in an organization. This course will not count for credit toward any Price College of Business major. (F, Sp)

MGT 2153 Introduction to Esports 3 Credit Hours
Prerequisite: ENGL 1213/EXPO 1213; Sophomore standing or permission of the instructor. This course introduces students to the business concepts that apply to the esports industry, including marketing, finance, leadership, management information systems, and supply chain management. Students will examine the various components of the esports industry, including players, teams, sponsors, and event organizers, and will learn about the key factors that contribute to success in the industry. (F, Sp)

MGT 2700 Management Internship for Credit 1-3 Credit Hours
1 to 3 hours. Prerequisite: Departmental permission showing approval from the designated faculty or advisor overseeing internships for credit. The internship experience will provide students with the opportunity to work in positions related to their field of study and to gain valuable professional experience while enhancing their academic career. An internship normally covers one academic semester and may be either paid or unpaid. (F, Sp, Su)

MGT 2970 Special Topics/Seminar 1-3 Credit Hours
Special Topics. 1 to 3 hours. May be repeated; maximum credit nine hours. Special topics course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research, and field projects. (Irreg.)

MGT 3013 Principles of Organization and Management 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; ACCT 2123 or concurrent enrollment. An introductory course presenting the basic concepts and practices of management, both private and public. Historical development of management; basic definitions and philosophy; fundamental managerial functions, including planning, organizing, staffing, directing, and controlling; a survey approach to quantification in organizational life; current trends in management; possible future developments in organization and administration. (F, Sp, Su)

MGT 3113 Managing Corporate Communication 3 Credit Hours
(Crosslisted with B AD 3113) Prerequisite: Majors only; Student must be approved for degree candidacy by Price College; ACCT 2123 or concurrent enrollment; MATH 1743 or MATH 1823 or MATH 1914; B C 2813. Strategic Communication challenges students to master their writing, listening, presentation, and interpersonal communication skills to excel in various business environments. Students will also develop strategies to promote customer engagement and loyalty through social media review sites. Emphasis is placed on credibility management, audience analysis, research, revision, and rehearsal to equip students for professional success. (F, Sp)

MGT 3123 Supervision Skills 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College, or permission; ACCT 2123 or concurrent enrollment; MGT 3013 or concurrent enrollment. Designed to introduce basic managerial skills required to build personal effectiveness and effective working relationships with employees. Through a variety of teaching methods, students will learn "real world" skills in various types of communication including coaching, motivation, goal setting, and performance feedback. (F, Sp)

MGT 3133 Leadership 3 Credit Hours
Prerequisite: MGT 3013, MGT 3363 and ACCT 2123 or concurrent enrollment; student must be approved for degree candidacy by Price College. This course is designed to expose students to a variety of leadership perspectives and practices in order to enhance individual development and effectiveness as a leader. Focus will be on a repertoire of practical and theoretical leadership principles. This course will offer opportunities for students to improve their leadership skills through exercises and simulations. (F, Sp)

MGT 3143 Legal Issues for Managers 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; MGT 3013 or departmental permission; ACCT 2123 or concurrent enrollment. Provide students a basic understanding of state & federal employment law, encourage critical thinking and evaluation of legal issues to successfully navigate issues in a management environment. Topics covered will include U.S. employment laws such as family leave, equal pay, wrongful discharge, independent contractors, undocumented workers, workplace privacy, safety, discrimination, management practices, and other current developments. (Sp)

MGT 3153 An Introduction to the Business of Sports 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; ACCT 2123 or concurrent enrollment. Study of the management principles of both collegiate and professional athletics. This class will cover the management of every major department of a collegiate athletic department and of a professional sport team. Guest speakers from the industry as well as field trips to witness the operation of a sporting event are a vital part of this class. (F, Sp, Su)

MGT 3163 Licensing and Intellectual Property Management in Sports 3 Credit Hours
Prerequisite: MGT 3013 or permission; ACCT 2123 or concurrent enrollment; Must be approved for degree candidacy by Price College and a Sports Business or Sports Management major or minor for Business major or Non-business major. Provides students with an introductory view into the world of collegiate licensing. This information will be extremely useful in application for all areas within athletics, where an understanding of the principles of intellectual property-specifically trademark law and licensing-will assist in understanding of the happenings within a department or professional organization. (F, Sp)

MGT 3173 Sports Logistics 3 Credit Hours
Prerequisite: MGT 3013 or permission; ACCT 2123 or concurrent enrollment; Student must be approved for degree candidacy by Price College and a Sports Business or Sports Management major or minor for Business major or Non-Business major. Principles in sports logistics. Instruction emphasizes intercollegiate athletics and deals with practical application. Provides an understanding of all phases of intercollegiate sports logistics. Opportunities for hands-on learning will be provided and guest speakers will be included. (F, Sp)

MGT 3193 Sports Marketing and Management 3 Credit Hours
Prerequisite: MGT 3013 and ACCT 2123 or concurrent enrollment; student must be approved for degree candidacy by Price College and a Sports Management major or Sports Business minors. Introduction to Sports Marketing Management designed to expose students to the concepts of collegiate sports marketing while giving a real world, behind the scenes exposure to managing a major college athletics department through the marketing side of the industry. (F, Sp)

MGT 3203 Pay for Play: College Sports at the Precipice 3 Credit Hours
Prerequisite: MGT 3013; must be enrolled in one of the following fields of study - sports business or sports management major or minor for business majors or non-business majors; student must be approved for degree candidacy by Price College. This course is designed to understand the history, legal foundations, dynamics, and alternatives for the pay for play debate raging in the courts and the media. The contributions and missions of college athletics to higher education will be discussed in depth as well as its value to student-athletes. The course is designed as an undergraduate seminar. (Sp)

MGT 3213 Sports Sales and Revenue Generation 3 Credit Hours
Prerequisite: MGT 3013 and ACCT 2123 or concurrent enrollment; sports business or sports management major or minor for business majors or non-business majors; student must be approved for degree candidacy by Price College. This course examines various business disciplines as they apply to generating revenue in the sports industry. (F)

MGT 3223 Sports Analytics 3 Credit Hours
Prerequisite: MGT 3013 and ACCT 2123 or concurrent enrollment; student must be approved for degree candidacy by Price College; must be declared in Sports Business or Sports Management major or minor for Business majors or Non-Business majors. Students will use analytics to study a wide variety of issues affecting the sport industry. Topics examined include: player performance measurement; in-game decision making; player selection/team building; general administration such as marketing, pricing, contracts, stadium management, etc. Students will learn how the recent application of analytics has improved each of these areas within the professional and collegiate sport industry. (Irreg.)

MGT 3233 Leadership in International Settings 3 Credit Hours
Prerequisite: Junior standing; student must be approved for degree candidacy by Price College; departmental permission; ACCT 2123 or concurrent enrollment. This class will help students become culturally sensitive and knowledgeable leaders. The unique setting in Costa Rica, class discussions, current readings, and business site visits will enrich the learning environment, broaden students' perspectives and contribute to their life experiences and thus leadership development. (Sp)

MGT 3243 Financing in Sports Business 3 Credit Hours
Prerequisite: MGT 3013 and ACCT 2123 or concurrent enrollment; must be declared in Sports Business or Sports Management major or minor for business or non-business majors. This course is designed to introduce students to the concepts of financial management as applied to the unique world of sports. Topics examined include: time value of money, risk, sport ticket options, deferred compensation, financial statements, roster depreciation allowance, capital budgeting, sport team valuation, and conference realignment. (Irreg.)

MGT 3253 The Economics of Sports Business 3 Credit Hours
Prerequisite: MGT 3013 and ACCT 2123 or concurrent enrollment; student must be approved for degree candidacy by Price College; must be declared in the Sports Business or Sports Management major or minor for Business majors or Non-Business majors. Economic analysis of a wide variety of issues affecting the sport industry. Topics include: optimal ticket pricing strategies; effects of free agency and collective bargaining processes on player salaries; effects of league-wide polices such as revenue-sharing, salary caps, and luxury taxes on team financial performance and league competitive balance; and impacts and rationales for government subsidization of stadiums. (Irreg.)

MGT 3273 Esports Revenue Streams and Monetization 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College or departmental permission for non-business majors in the Esports Certificate program; Sports Business major or Sports Business minor; ACCT 2123 or concurrent enrollment; MATH 1743 or MATH 1823 or MATH 1914. This course focuses on the diverse revenue streams that drive the Esports industry. Students will gain insights into how Esports organizations, teams, and events generate income through sponsorships, advertising, merchandise, and other monetization strategies. (F, Sp)

MGT 3283 The Esports Front Office and Beyond 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College or departmental permission for non-business majors in the Esports Certificate; Sports Business major or Sports Business minor; ACCT 2123 or concurrent enrollment; MATH 1743 or MATH 1823 or MATH 1914. This course provides a comprehensive exploration of the essential aspects involved in leading the front office of an esports company. Students will gain insights into the unique challenges and opportunities within the esports industry, focusing on leadership, strategic planning, and operational management. (F, Sp)

MGT 3363 Organizational Behavior 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; MGT 3013 or permission; ACCT 2123 or concurrent enrollment. Covers the structure of organizations and the dynamics of behavior within organizations. Included are such topics as job design, perception, communication, decision making, motivation, groups, leadership, and organizational change and effectiveness. (F, Sp, Su)

MGT 3440 Mentored Research Experience 3 Credit Hours
0 to 3 hours. Prerequisites: ENGL 1113 or equivalent, and permission of instructor. May be repeated; maximum credit 12 hours. For the inquisitive student to apply the scholarly processes of the discipline to a research or creative project under the mentorship of a faculty member. Student and instructor should complete an Undergraduate Research & Creative Projects (URCP) Mentoring Agreement and file it with the URCP office. Not for honors credit. (F, Sp, Su)

MGT 3513 Human Resource Management Practice 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College, MGT 3013 or permission; ACCT 2123 or concurrent enrollment. A survey course that focuses on developing students' understanding of human resource issues and the practical application of methods for solving these issues. Topics covered include job analysis, recruitment, interviewing, selection, performance appraisal, training, compensation, and equal employment opportunity. Issues are reviewed within the context of historical and current social, labor market, legal and global economic conditions influencing practice. (F, Sp, Su)

MGT 3700 Management Internship for Credit 1-3 Credit Hours
1 to 3 hours. Prerequisite: student must be approved for degree candidacy by Price College; permission showing approval from the designated faculty or advisor overseeing internships for credit; MGT 3013. The internship experience will provide students with the opportunity to work in positions related to their field of study and to gain valuable professional experience while enhancing their academic career. An internship normally covers one academic semester and may be either paid or unpaid. (F, Sp, Su)

MGT 3710 Topics in Management 1-3 Credit Hours
1 to 3 hours. Prerequisite: student must be approved for degree candidacy in Price College of Business. May be repeated; maximum credit nine hours. Permits students to study topics in management not included in standard course offerings. Subject of course will vary. (F, Sp, Su)

MGT 3960 Honors Reading 1-3 Credit Hours
1 to 3 hours. Prerequisite: admission to Honors Program. May be repeated; maximum credit six hours. Provides an opportunity for the gifted Honors candidate to study materials not usually presented in regular courses. (F, Sp, Su)

MGT 3970 Honors Seminar 1-3 Credit Hours
1 to 3 hours. Prerequisite: admission to Honors Program. May be repeated; maximum credit six hours. Subjects covered vary. Deals with concepts not usually treated in regular courses. (Irreg.)

MGT 3980 Honors Research 1-3 Credit Hours
1 to 3 hours. Prerequisite: admission to Honors Program. May be repeated; maximum credit six hours. Provides an opportunity for the gifted Honors candidate to work at a special project in the student's field. (F, Sp, Su)

MGT 3990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: permission of instructor and junior standing. May be repeated once with change of content. Independent study may be arranged to study a subject not available through regular course offerings. (F, Sp, Su)

MGT 4143 Evidence-Based Human Resources Management 3 Credit Hours
Prerequisite: MGT 3013; MGT 3513; student must be approved for degree candidacy by Price College. May be repeated once; maximum credit six hours. The purpose of this course is to survey topics in human resource management practices and systems concerning financial and/or operational impact of HR practices (or what is often called utility analysis). (F, Sp)

MGT 4173 Sports Management Practicum 3 Credit Hours
Prerequisite: MGT 3013, MGT 3153, and ACCT 2123 or concurrent enrollment; student must be approved for degree candidacy by Price College and a Sports Business or Sports Management major or minor for Business major or Non-Business Major. Designed to allow students to both gain conceptual knowledge of project management and to conduct a semester length project for a professional or intercollegiate sports organization. (F, Sp)

MGT 4183 Negotiation 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; ACCT 2123 or concurrent enrollment; MGT 3013 or concurrent enrollment. This course explores the principles behind effective negotiation and mediation while helping students develop and refine their own unique styles. Students will learn negotiation strategies in a non-threatening classroom context. The readings and lectures will provide students with a framework for analyzing negotiations and tools and concepts useful in negotiating more effectively. (F, Sp)

MGT 4323 Cross-Cultural Issues Of Managerial Behavior 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; ACCT 2123 or concurrent enrollment; MGT 3013 or concurrent enrollment. Introduces students to the work values and behaviors of individuals in countries around the world. Some of the topics covered in the cross-cultural comparisons discussed in this will include: approaches to motivation, communication decision-making and negotiation. Particular emphasis will be placed on the developed and developing regions of the world that are important participants in today's global economy. (F, Sp)

MGT G4710 Special Problems in Management 1-3 Credit Hours
1 to 3 hours. Prerequisite: Student must be approved for degree candidacy by Price College. Special Topics. Special topics course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research, and field projects. (F, Sp, Su)

MGT 4960 Directed Readings 1-4 Credit Hours
1 to 4 hours. Prerequisite: good standing in University; permission of instructor and dean. May be repeated; maximum credit four hours. Designed for upper-division students who need opportunity to study a specific problem in greater depth than formal course content permits. (Irreg.)

MGT 4970 Special Topics/Seminar 1-3 Credit Hours
1 to 3 hours. Prerequisite: Senior standing or permission of instructor. May be repeated; maximum credit nine hours. Special topics or seminar course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research and field projects. (Irreg.)

MGT 4973 International Human Resource Management 3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College; ACCT 2123 or concurrent enrollment; MGT 3013 or concurrent enrollment. Aspects of managing people in the global workplace. Caters to students aspiring to become either global managers who work for multi-national corporations located in different countries or managers who work for diversified enterprises with plants and branches in different locations. Covers global HR issues arising in relation to the management of workforces functioning in cross-cultural operating contexts. (F, Sp, Su)

MGT 4990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: Senior standing and permission of instructor. May be repeated; maximum credit nine hours. Contracted independent study for a topic not currently offered in regularly scheduled courses. Independent study may include library and/or laboratory research and field projects. (Irreg.)

MGT 5101 Leadership Academy Part 1 1 Credit Hour
Prerequisite: Graduate standing; majors only; admission to Professional MBA program; departmental permission. This course is the first in a two-course sequence forming the Professional MBA Leadership Academy. In the first half of the academy, we will split our focus between participant's self-assessment feedback and major leadership frameworks from our readings. We will focus on a range of rigorous, scientifically valid, and time-tested leadership self-assessments. (F)

MGT 5102 PMBA Leadership Academy 2 Credit Hours
Prerequisite: Graduate standing, departmental permission, and PMBA students only. In this course, focus is split between participants' self-assessment feedback and major leadership frameworks from readings. Focus is on a range of rigorous, scientifically valid, and time-tested leadership self-assessments. In addition, focus of hearing from and discussing leadership development with successful industry professionals from the OKC area. (Irreg.)

MGT 5112 International Management 2 Credit Hours
Prerequisite: Graduate standing and departmental permission. This course will provide students with a comprehensive and relevant overview of managing a business in a global context. The knowledge and skills acquired will help students to develop a global mindset and to understand and respond effectively to the challenges and complexities of international business. (Sp)

MGT 5201 Leadership Academy Part 2 1 Credit Hour
Prerequisite: MGT 5101; graduate standing; majors only; admission to Professional MBA program; departmental permission. This course is the second in a two-course sequence forming the Professional MBA Leadership Academy. The second half will add the focus of hearing from and discussing leadership development with successful industry professionals from the OKC area. We will continue our focus on reading, applying, and discussing additional leadership frameworks. (Sp)

MGT 5702 Organizational Behavior 2 Credit Hours
Prerequisites: graduate standing; departmental permission. Concepts and theories of organizational behavior and human resources management for MBAs. (Irreg.)

MGT 5712 Negotiations 2 Credit Hours
Prerequisite: graduate standing and departmental permission. The course is designed to provide students with knowledge of the foundations of effective negotiating, opportunities to apply this knowledge through simulations and class discussions, and a written development plan to reflect on their skills and chart a path for continued progress. (Irreg.)

MGT 5960 Directed Readings 1-3 Credit Hours
1 to 3 hours. Prerequisite: graduate standing and permission of department. May be repeated; maximum credit twelve hours. Directed readings and/or literature reviews under the direction of a faculty member. (F, Sp, Su)

MGT 5970 Special Topics/Seminar 1-3 Credit Hours
1 to 3 hours. Prerequisite: Graduate standing or permission of instructor. May be repeated; maximum credit nine hours. Special topics or seminar course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research and field projects. (Irreg.)

MGT 5980 Research for Master's Thesis 2-9 Credit Hours
Variable enrollment, two to nine hours; maximum credit applicable toward degree, four hours. The only passing grade given is the neutral grade of S. (F, Sp, Su)

MGT 5990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: Graduate standing and permission of instructor. May be repeated; maximum credit nine hours. Contracted independent study for a topic not currently offered in regularly scheduled courses. Independent study may include library and/or laboratory research and field projects. (Irreg.)

MGT 6253 Seminar in Organizational Theory 3 Credit Hours
Prerequisite: graduate standing. A consideration of major topics in organization structure and macroorganization theory. Emphasis will be given to applications in a wide variety of organizational and administrative contexts. (F, Sp)

MGT 6273 Seminar in Organizational Behavior 3 Credit Hours
Prerequisite: graduate standing and admission to the PhD program in the Price College of Business. Addresses personal and interpersonal issues in marketing and management. Application of social science theory to explain the behavior of organization members. (F, Sp)

MGT 6293 Seminar in Strategic Management 3 Credit Hours
Prerequisite: Graduate standing and permission of instructor. Reviews the major theories, concepts, and frames of reference regarding strategic management. (Irreg.)

MGT 6960 Readings in Selected Fields of Management 1-4 Credit Hours
1 to 4 hours. Prerequisite: 12 hours of management, graduate standing and permission. Guided reading in selected fields of management theory and application, conducted on a conference basis by staff. Scope of reading and credit to be arranged on entry into course. The only passing grade in this course is the neutral grade of S. (F, Sp, Su)

MGT 6963 Seminar in Human Resources Management 3 Credit Hours
Prerequisite: graduate standing and permission of instructor. Introduces doctoral-level students to major areas within the field of human resources management (HRM). Students will review and critique the literature in these selected areas and develop ideas for future research that further our understanding of HRM issues in organizations. The topics and readings covered in this course are not exhaustive, but are representative of HRM research. (Irreg.)

MGT 6970 Special Topics/Seminar 1-3 Credit Hours
1 to 3 hours. Prerequisite: graduate standing or permission of instructor. May be repeated; maximum credit 12 hours. Special topics or seminar course for content not currently offered in regularly scheduled courses. May include library and/or research and field projects. (Irreg.)

MGT 6973 Seminar 3 Credit Hours
Prerequisite: graduate standing and permission. May be repeated with change of topic; maximum credit 12 hours. A seminar for graduate students with topics to be announced each time course is offered. (F, Su)

MGT 6980 Research for Doctoral Dissertation 2-16 Credit Hours
2 to 16 hours. Prerequisite: Graduate standing and permission of instructor; may be repeated. Directed research culminating in the completion of the doctoral dissertation. (F, Sp, Su)

MGT 6983 Research Methods and Design 3 Credit Hours
Prerequisite: graduate standing and permission of instructor. Survey of research design and methods issues. Designed to introduce the Ph.D. student to the broad range of issues from the idea creation to publishing. Topics include theory, models, designs, data, measurement, data collection, analysis, theory development to academic writing and ethical issues. (Irreg.)

MGT 6990 Independent Study 1-3 Credit Hours
1 to 3 hours. Prerequisite: Graduate standing and permission of instructor. May be repeated; maximum credit nine hours. Contracted independent study for a topic not currently offered in regularly scheduled courses. Independent study may include library and/or laboratory research and field projects. (Irreg.)

Faculty

Last Name	First/Middle Name	Middle init.	OU Service start	Title(s), date(s) appointed	Degrees Earned, Schools, Dates Completed
Anderson	Ronald	H	2009	ASSISTANT PROFESSOR OF MANAGEMENT AND INTERNATIONAL BUSINESS, 2009	PhD, Univ of Oklahoma, 2009; JD, Univ of Oklahoma, 2008; MBA, Cal State Univ-Fresno, 1995; BA, Cal State Univ-Fresno, 1992
Baker	Colleen	M	2017	ASSISTANT PROFESSOR OF MANAGEMENT AND INTERNATIONAL BUSINESS, 2017	PhD, Univ of Pennsylvania, 2010; JD, Univ of Virginia, 2004; MBA, Univ of Virginia, 2004; MS, Carnegie Mellon Univ, 1998; BA, Univ of Notre Dame, 1995
Bartkoski	Nick	N.	2020	LECTURER IN STRATEGIC MANAGEMENT	Ph.D., Univ of Oklahoma, 2012; MBA, Univ of Kansas, 2004; B.A., Univ of Kansas, 2000; B.S., Univ of Kansas, 1999
Bolino	Ana	V	2005	ASSISTANT PROFESSOR OF MANAGEMENT AND INTERNATIONAL BUSINESS, 2011; COORDINATOR, INTERNATIONAL BUSINESS STUDIES PROGRAM, 2011; EXECUTIVE DIRECTOR O UNDERGRADUATE PROGRAMS, 2021	PhD, Univ of South Carolina, 2009; MBA, Winthrop Univ, 1997; BS, Acad of Economic Studies, 1994
Bolino	Mark	C	2004	MICHAEL F. PRICE CHAIR IN INTERNATIONAL BUSINESS, 2011; PROFESSOR OF MANAGEMENT AND INTERNATIONAL BUSINESS, 2012; DAVID L. BOREN PROFESSOR, 2017; DIRECTOR, MANAGEMENT & INTERNATIONAL BUSINESS, 2021	PhD, Univ of South Carolina, 2000; MBA, George Washington Univ, 1994; BBA, James Madison Univ, 1991
Bradley	Bret	H	2008	ASSOCIATE PROFESSOR OF MANAGEMENT AND INTERNATIONAL BUSINESS, 2014	PhD, Univ of Iowa, 2008; BS, Brigham Young Univ, 2003, MA, Brigham Young Univ, 2003
Buckley	Michael	R	1987	PROFESSOR OF MANAGEMENT AND INTERNATIONAL BUSINESS, 1993; TOM G. CLARK PRESIDENTIAL PROFESSOR, 2000; INTERIM DIRECTOR J.C. PENNEY LEADERSHIP PROGRAM, 2017; J.C. PENNY COMPNY CHAIR IN BUSINESS LEADERSHIP, 2004	PhD, Auburn Univ, 1985; MS, Virginia Polytechnic, 1980; BA, LaSalle, 1977
Daly	Sean	F	2022	ASSOCIATE PROFESSOR OF MANAGEMENT; COORDINATOR, SPORTS BUSINESS PROGRAM	PhD., Univ of Northern Colorado, M.Ed., Springfield College, B.Sc., Keene State College
Gee	Inn Hee		2022	ASSISTANT PROFESSOR OF MANAGEMENT	Ph.D., Texas A&M Univ, MA., BA., Yonsei Univ
Grunsted	Michelle	L.	2004	ASSOCIATE PROFESSOR OF LEGAL STUDIES	MA, Univ of Michigan, 2017; LLM, Univ of Tulsa, 2004; JD, Univ of Oklahoma, 1998; BA, University of Illinois, 1996
Hilty Caruso	Kristen		2020	LECTURER OF MANAGEMENT AND LEGAL STUDIES	JD, Univ of Oklahoma College of Law, BA., Univ of Oklahoma
Lepak	Robert	G.	2018	LECTURER IN LEGAL STUDIES, Director, First Fidelity Integrated Business Core	JD, Univ of Oklahoma, 2011; BA, Univ of Oklahoma, 2008
Li	Christina	S.	2022	ASSISTANT PROFESSOR OF MANAGEMENT	Ph.D., Univ of Iowa, 2019; BA, Adelphi Univ, 2011
McClean	Shawn	T.	2021	ASSISTANT PROFESSOR OF MANAGEMENT	Ph.D., Texas A&M Univ, 2020; M.B.A., Washington State Univ, 2014; B.A., Washington State Univ, 2012

McConnell	Mike	S.	2019	DIRECTOR OF THE ROBERT M. ZINKE ENERGY MANAGEMENT PROGRAM	BBA, Univ of Oklahoma, 1982
McManus	Brandi		2022	Lecturer of Management, Asst Director, Management and International Business	PhD., Univ of Oklahoma, MBA, Southern Methodist Univ, BS, Univ of Oklahoma
Ostas	Daniel	T	1999	JAMES G. HARLOW, JR. CHAIR IN BUSINESS ETHICS AND COMMUNITY SERVICE, 1999; PROFESSOR OF LEGAL STUDIES, 1999	PhD, Indiana Univ, 1990; MBA, Indiana Univ, 1986; JD, Indiana Univ, 1980, BS, Purdue Univ, 1977
Quick	Traci	J.	2018	LECTURER OF LEGAL STUDIES	JD, Univ of Oklahoma, 2000; BA, Univ of Oklahoma, 1992
Shaffer	Margaret	A	2016	MICHAEL F PRICE CHAIR IN INTERNATIONAL BUSINESS, 2016; PROFESSOR OF MANAGEMENT AND INTERNATIONAL BUSINESS, 2016	PhD, Univ of Texas Arlington, 1994; MS, Univ of Texas Arlington, 1991; BA, Indiana Univ, 1974
Watkins	Trevor		2022	ASSISTANT PROFESSOR OF MANAGEMENT	PhD., Univ of Washington, MBA & BS, Utah State Univ
Yiu	Daphne	W.	2020	PROFESSOR OF MANAGEMENT & INTERNATIONAL BUSINESS; RATH CAHIR IN STRATEGIC MANAGEMENT	Ph.D., Univ of Oklahoma, 2002; M.Phil., Chinese Univ of Hong Kong, 1997; B.B.A., Hong Kong Univ of Science and Technology, 1995