

# MGT-MANAGEMENT

## **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 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. 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 and ACCT 2123 or concurrent enrollment; 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; 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-specific 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 policies 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 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 4153 Current Issues in Human Resource Management 3 Credit Hours**

Prerequisite: MGT 3013, MGT 3513; student must be approved for degree candidacy by Price College. An in-depth coverage of selected human resource issues. Issues covered include human resource costing, equal employment opportunity, recruiting, interviewing, selection, training and development, and performance appraisal. Focus is on the application of research results to problems and opportunities presently confronting human resource practices. (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. 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. 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 44710 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. 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.)