

Management Concentration

The Management department helps students become good decision makers and managers. If you are interested in being a leader in a specific industry, starting your own company, or working in supply chain management, the Management Concentration may be right for you.

What Do Managers Do?

Managers are dynamic individuals who are responsible for projects, teams, and processes. They coordinate, strategize, plan, evaluate, and motivate. They are commonly responsible for overseeing a budget and the activities of others to ensure that an organization’s goals and objectives are the focus of employee activities. Managers are employed in every industry. It is essential that a manager learn and master key knowledge, skills, and abilities in a given industry. For example, managers in retail usually “work the floor” in a retail environment to learn about the merchandise, the customer, the sales process, and how to merchandise the company’s products and/or services. Once a person masters the basics, s/he will become a manager and will lead others to perform in the same capacity. Effective managers handle conflict, create good working environments for employees, and care for the human resources of an organization.

Potential Careers in Management

Account Management	Entrepreneur	Recruiter
Analyst	Executive Assistant	Retail Manager
Business Manager	Human Resources Manager	Small Business Owner
Client Services	Logistics/Distribution Manager	Supply Manager
Consultant	Negotiator	Team Leader
Customer Service	Operations Manager	Trainer/Facilitator
Events Planner	Project Manager	

Common Characteristics and Skills of Successful Management Students and Professionals

Strong written communication skills	Flexible, can change approach/style of presentation based on audience characteristics
Strong analytic and planning skills	Exercises ethical behavior at the highest level and employs good judgment; makes sound decisions
Strong verbal communication skills, including listening	Self-starter, works without close supervision, takes initiative
Highly organized; detail-oriented	Works well with others, in team environments
Effective presentation skills	Effective in motivating others; diplomatic
Appreciates diversity and differences in people	
Persuasion and negotiation skills	

More Information

Management Department

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Career Counselor

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Online Resources

www.career.colostate.edu
www.acinet.org

Tips for Researching Management Occupations

- Shadow a manager for a day
- Search the web for job profiles and position descriptions
- Talk to alumni of the Management program
- Attend the Career Fair; ask about the tasks of managers
- Take an online assessment (see the Career Center website)
- Talk with a career counselor
- Know yourself and what type of work you enjoy
- Get involved with a club/organization

TO SCHEDULE AN APPOINTMENT WITH YOUR ADVISOR

<http://www.csubz.us/adsced>

CONCENTRATION IN MANAGEMENT

While many rules and specific regulations apply to taking courses and many generalizations can be made regarding the sequencing of courses, there is no substitute for working with an academic advisor to plan your educational career. This tool provides the specific regulations as a way to illustrate how the curriculum works, in general, for most students. Please take the time to visit with your advisor each semester as s/he is skilled in academic planning and can help you understand how the curriculum can be tailored to meet your individual needs.

Recommended Course Sequence

Freshman	Sophomore	Junior	Senior
All-University Core Curriculum (AUCC) 34-37 Credits			
CO150 (Written Communication, 1A) ECON202 (Social/Behavioral Sciences, 3C) MATH141 (Mathematics, 1B) Lab Science (Biological/Physical Sciences, 3A) Historical Perspectives (3D) Arts & Humanities (3B)	Global & Cultural Awareness (3E) Science (Biological/Physical Sciences, 3A) ECCC204 (3C) Arts & Humanities (3B) STAT204	Additional Communication (2B) Students MUST complete CO150 and MATH141 by the time they complete 60 credits to avoid a registration hold.	Usually students are finished with the AUCC by the time they reach this level.
Business Core 34 Credits			
BUS100 BUS150	ACT210 → ACT220 CIS200 BUS300 (2B) BUS260	MGT301 MGT320 FIN300 MKT300	C BUS479
Management Concentration 21 Credits			
		MGT Group 1 MGT Group 1 MGT Group 2	MGT Group 1 MGT Group 2 MGT Group 2 MGT Group 2
Electives 28-31 Credits (Includes Non-Business Electives 17-20 Credits & Free Electives 11 Credits)			
Non-Business Elective Non-Business Elective Non-Business Elective	Non-Business Elective	Non-Business Elective Non-Business Elective Free Elective	Non-Business Elective UD Free Elective (300+ level) Free Elective Free Elective

Management Courses

Course..... Title..... Pre-requisite(s); semester(s) offered; other information

MGT Group 1 – Choose 3 of the following:

MGT310 Human Resource Management None
 MGT340 Fundamentals of Entrepreneurship None, fall, spring, summer
 MGT375 Advanced Supply Chain Management MGT301, fall
 MGT411 Leading High Performance Teams MGT320

MGT Group 2 – Choose 4 of the following (may include unused course from above):

MGT330 Corporate Innovation and Entrepreneurship None
 MGT350 Employment Relations: The Legal Environment None
 MGT360 Social and Sustainable Venturing MGT 320, spring
 MGT410 Leadership and Organizational Behavior MGT 320
 MGT420 New Venture Creation MGT340
 MGT440 New Venture Management MGT420 (or concurrent registration)
 MGT470 Managerial Decisions – Issues and Analysis MGT 301 and MGT 320
 MGT473 Employment Relations: Labor and Management None
 MGT474 Human Resource Planning and Development MGT310, spring only
 MGT475 International Business Management FIN 300; MKT 300; and MGT 320
 MGT476 Negotiation and Conflict Management MGT320
 MGT477 Advanced Logistics MGT301, spring only
 MGT486 Practicum in Supply Chain Management MGT301, MGT375 or MGT477; spring only

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Last revised: April 19, 2011

Website: <http://www.biz.colostate.edu/management/internships/Pages/theProcess.aspx>

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