

New Jersey Institute of Technology  
School of Management

MANAGEMENT PRACTICES  
MGMT 390  
Fall 2010

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Course Schedule: Tuesdays 2:30 to 3:55 and Thursdays 11:30 to 1

**Course Description**

MGMT 390 explores basic concepts in management. It provides an integrated approach to developing competitive managers for technology-based firms in a global environment.

**Objectives:**

- a- To define management and the impact of the environment on managing.
- b- To understand ethical challenges in specific organizational situations.
- c- To understand the role of planning and selected planning tools.
- d- To understand the benefits and disadvantages of various organizational structures.
- e- To understand human resource management.
- f- To understand how to motivate and lead.
- g- To understand the role of controlling.
- h- To understand challenges of managing in the international sector.

**Course Materials**

Ricky Griffin, *Management*, 10th edition. ISBN: 0-538-46746-0

Unit a- Chaps. 1 and 3.

Unit b - Chap. 4  
Unit c- Chaps. 7-9 and Appendix, p.751.

First Exam

Unit d- Chaps. 11, 12 and 13.  
Also access NJIT's organization chart from the university's webpage ([www.njit.edu](http://www.njit.edu)) and bring pp. 1 and 3 to class.

Unit e- Chaps. 6 and 14.  
Second Exam

Unit f- Chaps. 2, pp. 37-44, and 16, 17 and 19.  
Unit g- Chaps. 20 and 21.  
Unit h -Chap. 5

#### IV. **Outcomes**

After completing this course, students should master the following learning goals (LG) and learning outcomes (LO):

LG 1: Analytical and Problem Solving Skills

LO 1.1: Demonstrates knowledge of business concepts and the ability to apply these concepts to solve business problems

LO 1.2: Ability to use quantitative methodologies as tools to help them understand business problems

LG 2: Information and Communication Skills

LO 2.2: (Written communication and information literacy)  
Ability to write clear and concise reports and case summaries.

LG 3: Interpersonal Skills and Team Dynamics

LO 3.1 Learn and manage to work effectively in teams as a leader and as a team member.

LG 4: Ethical reasoning

LO 4.1: Understand the moral implications and ethical schema of individual and organizational decisions and actions

LG 5: Technological Skills

LO 5.1: Ability to use technology for effective project management

LG 6: Globalization

LO 6.1: Understanding the global context in which business is conducted.

## V. Course Deliverables

First exam - 30% Sept. 30  
Team work - 10% Oct. 5  
Second exam - 30% Oct. 26

Final - 30%

Tests include class discussion material. You must attend class regularly to learn this material.

**Optional assignment: Griffin, p. 464, questions for analysis no. 6. Completing this assignment can give you up to 5 points added to the second exam.**

Answer the question in a paragraph and submit it before class begins on a day that I will announce in class. Be prepared to discuss your response in class. Assignments must be submitted in person and not electronically.

### **Team assignment:**

Griffin, p. 26, Questions for Application, question 1. AS a team, write a four to six page paper answering the question. Relate the manager's answers to management concepts from the textbook and the class discussions, where appropriate. Attach a page briefly identifying the contributions of each team member to the project. Professional presentation, logic and clarity count for the grade as well as content.

I will give you time in class to form teams and to work out an approach to the assignment.

Additional information:

This class will follow NJIT's Honor Policy and violations will be reported immediately to the Dean of Students.

Changes to the content covered by the syllabus and assessment methods will not be made without agreement from students in the class.

Tentative schedule for week of:

Aug. 4 - Introduction; Environment of management

Sept.7 - Ethics; selection of groups; group work  
Sept.14 - Planning: basic concepts  
Sept.21 - Rational planning and its critique; group work  
Sept.28 - Planning tools; first test  
Oct. 5 - Formal organizations  
Oct. 12 - Formal and informal organizations  
Oct. 19 - Human resource management  
Oct. 26 - HRM and diversity; second test  
Nov. 2 - Early motivation theories  
Nov. 9 - Motivation theories  
Nov. 16 - Motivation (con't) and leadership  
Nov. 23 - -Controlling  
Nov. 30 -International management  
Dec. 7 - Wrapping up; conclusions