Course Number & Title: MGMT 301 Introduction to Management Strategies

Session: Fall, 1994, Block I

Instructor: Richard J. Vorwerk, Ph.D.

Phone No.: 708/534-4957 Room: C3360

Office Hours: Monday: 11:30 a.m. - 12:30 p.m.
Tuesday: 5:00 p.m. - 7:30 p.m.
Wednesday: 11:30 a.m. - 12:30 p.m.
Thursday: 3:30 p.m. - 4:00 p.m. (Hines Veterans' Hospital
Other times by appointment.

Credit Hours: 3 credit hours

Catalog Description: Introduces classical management, behavioral, and management science. Reviews the fundamental functions of management emphasizing the interrelationships among planning, organizing, directing, and controlling. Both the impact of organizations upon participants and the impact of participants upon organizations are studied. Examines systems approach to solving operational problems.

Textbook:

Instructional Modality: Discussion/Lecture

Expected Student Outcomes:
1. Understands the basic principles of classical management, behavioral and management science.
2. Understands the fundamental functions of management: planning, organizing, directing, and controlling.
3. Understands the interrelationships of organizational behavior.

Written assignment:
A term paper is the written assignment for this class. The paper may be written about any direct selling organization about which you are interested. At least four resources must be used. The term paper should be six-to-eight pages in length. It should be doubled spaced and typed. References should be cited in an appropriate manner. The paper is due November 30.

Grading: Class Participation - 15%
Paper - 20%
Test 1 - 20%
Test 2 - 20%
Test 3 - 25%
For Persons with Disabilities:

It is the intention of the institution to support full participation of all students, regardless of physical ability level. Therefore, if any student needs consideration of his/her physical abilities in order to complete the course, please notify the instructor as soon as possible.

Course Content:

Wednesday, Sept. 7: Introduction.


Wednesday, Sept. 21: Chapter 4: The global management environment, 102-127.

Monday, Sept. 26: Chapter 5: Decision making, 130-162.


Wednesday, Oct. 5: Chapter 8: Information for decision making, 228-249.

Monday, Oct. 10: Video.

Wednesday, Oct. 12: First exam: Covers all material taken since the beginning of the class.

Monday, Oct. 17: Chapter 9: Organizational structure and design, 252-280

Wednesday, Oct. 19: Chapter 10: Job analysis, design, and redesign, 282-301


Wednesday, Oct. 26: Chapter 12: Group dynamics and team building, 340-359

Monday, Oct. 31: Chapter 13: Motivation, 350-384

Wednesday, Nov. 2: Chapter 14: Leadership, 386-412

Monday, Nov. 7: Chapter 15: Interpersonal and organizational communication, 414-436

Wednesday, Nov. 9: Video.

Monday, Nov. 14: Second exam: Covers all material taken since the last exam.
Wednesday, Nov. 16: Chapter 16: Control systems, 438-465
Monday, Nov. 21: Chapter 17: Managing production and operations, 466-500
Wednesday, Nov. 23: Chapter 18: Managing services, 502-521
Monday, Nov. 28: Chapter 19: Managing organizational change, 522-552
Wednesday, Nov. 30: Chapter 20: Entrepreneurship and growth, 554-583
Term paper due.
Monday, Dec. 5: Chaptr 21: Technology and innovation, 584-615
Wednesday, Dec. 7: Video
Monday, Dec. 12: Final exam: Covers all material taken since the last exam.