GOVERNORS STATE UNIVERSITY
College of Business and Public Administration

COURSE NO.: MGMT 301 D
COURSE NAME: INTRODUCTION TO MANAGEMENT STRATEGIES
SESSION: FALL 1998 Wednesday 7:30 – 10:20 p.m.
INSTRUCTOR: FRED ASH
TELEPHONE: 708-798-8321 (Home) 5 – 7 p.m. only
Other by appointment only
CREDIT HOURS: 3
PREREQUISITES: NONE

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.

TEXT: FUNDAMENTALS OF MANAGEMENT: A FRAMEWORK FOR EXCELLENCE
By Miller, Catt and Carlson, 1996. West Publishing

NOTE: The text comes in two parts: Part I, Chapters 1-13 and Part II, Chapters 14-20, plus an optional Student Study Guide.

INSTRUCTIONAL METHOD:
Lecture/Discussion/Case Studies

OBJECTIVES:
Some of the more important objectives are to obtain:
1. An understanding of the historical antecedents of modern business practices;
2. An understanding of the fundamental functions of management—planning, organizing, directing and controlling;
3. An understanding of how both the internal and external environments affect management practices;
4. An understanding of the issues regarding corporate social responsibility;
5. An understanding of the importance of the international dimension in modern management;
6. An understanding of the importance of dealing in a diverse and multi-cultural environment;
7. An understanding of the relationships among managing, motivating and leading;

ASSIGNMENTS:

Readings: All students are expected to come to class with assigned readings completed and prepared to contribute to class discussion.

Exams: There will be three exams: one covering chapters 1-6, one covering chapters 7-12, and one covering chapters 13-19. Exams will be composed of multiple choice, short answer and essay questions related to material covered in class and any assigned readings. All students are required to take exams when scheduled; there will be no makeups.

Participation: Regular preparation, attendance and participation in class are expected and essential to the success of the class and the student.

Group Project and Presentation:
Each group will be required to select an organization for study and class presentation. The study will include an examination, description, and analysis of a particular aspect of the management operation of the organization. The aspect and organization studied will be of the group’s choosing and will be related to at least one (or more) of the major topics of the course. Groups will submit a short (1 double-spaced, typed page) project proposal for approval by midterm or earlier. The study will be submitted the day of the class presentation and will be as close to 10 pages as possible. The study is to be typed, double-spaced, one-inch margins, standard 12-point font and must include a title page and bibliography of literature references (at least three including the course text) as an appendix. The study should integrate and demonstrate the groups’ understanding of and ability to apply concepts learned.

Evaluation: Exam 1 (Chs. 1-6) 20% 90-100 = A
Exam 2 (Chs. 7-12) 20% 80- 89 = B
Exam 3 (Chs. 13-19) 20% 70- 79 = C
Project Paper & Presentation 30% 60- 69 = D
Participation 10% 59 & below = F
(Attendance included)

STATEMENT FOR PERSONS WITH DISABILITIES:

It is the intention of the University 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.
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