



Undergraduate Curriculum Management & Organization Department

*A Presentation for the
Office of Undergraduate Advising*

Agenda



- **The Management Function in Organizations**
- **MOR Areas of Study**
 - Leadership Curriculum
 - Management Consulting Curriculum
 - Special Topics

Management

The Management function is concerned with achieving effective performance in meeting the goals of the organization.



Management Skills

- Functional skills
- Conceptual skills
- Leadership skills





Leadership Curriculum



MOR Leadership Courses

MOR 431: Interpersonal Competence & Development (Sp)

MOR 451: Mastering Decision Making (Fa)

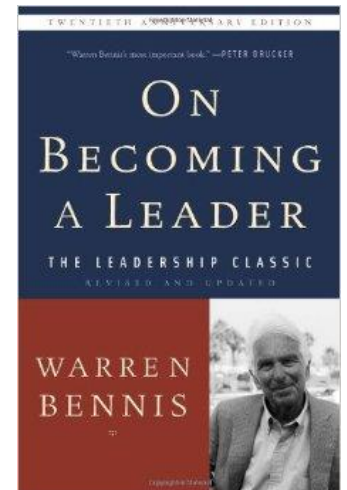
MOR 469: Negotiation and Persuasion (Fa, Sp)

MOR 470: Global Leadership (Fa)

MOR 471: Managing and Developing People (Fa)

MOR 472: Power, Politics and Influence (Fa, Sp)

MOR 473: Designing and Leading Teams (Sp)



Job Announcement



- **A confident personal drive to succeed**
- **Willingness to take initiative**
- **High attention to detail**
- **Strong interpersonal communication skills**
- **Team leader and manager**
- **Sales / Business Development skills**

FT Partners – Info Session

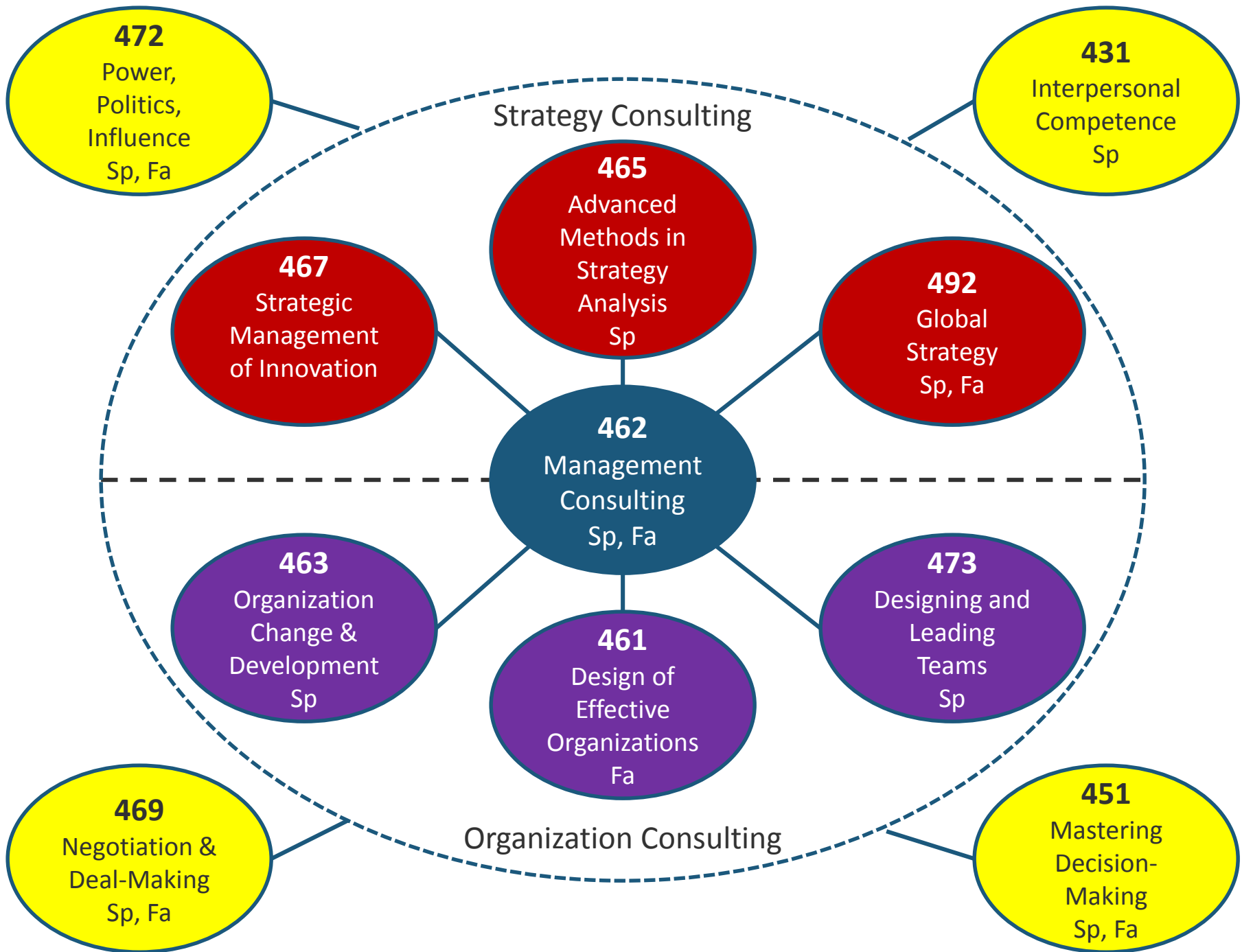


- Analytically strong (acct., modeling, quant., math)
- Good at working under pressure
- Aggressive
- Multitasking, work toward deadlines
- The best at what you do.
- Know the industry: Know what you are getting into
- Team player
- A good teacher / mentor
- Smart (intellectual curiosity)



Management Consulting Curriculum





Sample Professional Competencies

- Ability to collaborate and work in a team
- Ability to structure problems
- Ability to develop problem solutions
- Ability to make decisions
- Ability to plan, organize, prioritize
- Ability to communicate verbally internally and externally
- Ability to demonstrate job-related technical knowledge
- Ability to analyze quantitative and qualitative data
- Ability to obtain and process information
- Ability to proficiently use relevant software
- Ability to create, edit written reports
- Ability to sell and influence others



Special Topics

- **MOR 421: Social & Ethical Issues in Business (Sp)**
- **MOR 385m: Business, Government & Society (Sp)**
- **MOR 466: Business & Environmental Sustainability (Sp)**
- **MOR467: Strategic Management of Innovation (Sp)**
- **MOR 479: The Business of Sports (Sp)**

