

The minor in management consulting is available to students in all schools and departments except business majors. The minor develops skills used by professional consultants to assist organizations and businesses in identifying and addressing their issues and problems.

TO ENROLL:

- Minimum of 32 units of college-level courses
- Minimum overall GPA of 2.75
- Completion of this minor requires a minimum GPA of 2.0 in the following 2 courses:

COURSE REQUIREMENTS

BUAD 304 Organizational Behavior and Leadership **UNITS: 4**
The role of leadership in business organizations; concepts and skills for managing oneself and others.
OFFERED: Fall, Spring, and Summer
INSTRUCTION MODE: Lecture and Discussion

MOR 462 Management Consulting **UNITS: 4**
Recommended Preparation: BUAD 304
Role of professional consultants; data gathering methods; consulting approaches from strategy, finance, operations, information systems, marketing, and human resources; action planning; ethical and career issues.
OFFERED: Fall and Spring
INSTRUCTION MODE: Lecture

ELECTIVES

Choose three courses from the following (12 units):

DSO 455 Project Management **UNITS: 4**
Duplicates credit in former IOM 455
Topics related to project management in a variety of industries such as real estate projects, new product launch, plant location, etc.
OFFERED: Fall and Spring
INSTRUCTION MODE: Lecture

MOR 463 Organizational Change and Development **UNITS: 4**
Recommended Preparation: BUAD 304
Theories and methods of introducing change in organizations. Techniques for analyzing organizations, developing change programs, and implementing changes. Ethical and career issues of change management.
OFFERED: Spring
INSTRUCTION MODE: Lecture

MOR 421 Social and Ethical Issues in Business **UNITS: 4**
Prerequisite: BUAD 304
The free-enterprise system examined from the perspective of modern corporations and their critics; business ethics in relation to personal/external values.
OFFERED: Spring
INSTRUCTION MODE: Lecture

MOR 465 Dynamic Strategies for the Business Lifecycle **UNITS: 4**
Theories and methods for analyzing and developing strategy. Fundamental tools for strategic planning. Advanced methods for analyzing industries and competitors, and determining the scope of the firm.
OFFERED: Spring
INSTRUCTION MODE: Lecture

MOR 461 Design of Effective Organizations **UNITS: 4**
Designing management systems and practices that lead to organizational excellence; techniques for organizational change.
OFFERED: Fall
INSTRUCTION MODE: Lecture

MOR 469 Negotiation and Persuasion **UNITS: 4**
Theories, strategies, and ethics underlying negotiation and persuasion in contemporary organizations and societies. Emphasizes the knowledge and skills needed for effective negotiation and persuasion.
OFFERED: Fall and Spring
INSTRUCTION MODE: Lecture

MOR 473 Designing and Leading Teams **UNITS: 4**
Recommended Preparation: BUAD 304
Theories and practices for developing and leading teams. Skills for creating team structures and facilitating team processes. Knowledge for diagnosing team problems and devising solutions.
OFFERED: Spring
INSTRUCTION MODE: Lecture