Department of Management

Office in Rockwell Hall, Room 213
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Professor Lynn Shore, Chair

Undergraduate
Major in Business Administration
• Human Resource Management Concentration
• Organization and Innovation Management Concentration
• Supply Chain Management Concentration

Certificates
• Certificate in Entrepreneurship
• Certificate in Leadership in Organizations
• Certificate in Managing Human Resources
• Certificate in Operations, Logistics and Supply Management

Graduate
Master Program
• Master of Management Practice, Plan C (M.M.P.)

Courses
Subjects in this department include: Management (MGT) and Management Science (QNT).

Management (MGT)
MGT 301 Supply Chain Management Credits: 3 (3-0-0)
Course Description: Concept of value-driven supply chains; design and management of effective supply chains; emphasis on current practice and recent trends.
Prerequisite: None.
Registration Information: Sophomore standing.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 305 Fundamentals of Management Credits: 3 (3-0-0)
Course Description: Managerial process of planning, directing, and controlling inputs of an organization. Analysis, decision making, and survey of research literature.
Prerequisite: None.
Registration Information: Credit not allowed for both MGT 305 and MGT 320. Sections may be offered: Online.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 310 Human Resource Management Credits: 3 (3-0-0)
Course Description: Principles and practices of employee management including hiring, development, compensation, and employee relations.
Prerequisite: None.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 320 Contemporary Management Principles/Practices Credits: 3 (3-0-0)
Course Description: Principles of management in combination with practices of the new economy to achieve managerial goals.
Prerequisites: (BUS 300) and (AREC 202 or ECON 202) and (MATH 141 or MATH 155 or MATH 160).
Registration Information: Credit not allowed for both MGT 320 and MGT 305. Sections may be offered: Online.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 325 Leadership Communication Credits: 3 (3-0-0)
Course Description: Interpersonal communication for leaders and managers in organizational settings.
Prerequisite: BUS 200.
Term Offered: Fall.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 330 Corporate Innovation and Entrepreneurship Credits: 3 (3-0-0)
Course Description: Process of creating new ventures and generating innovations within existing organizations.
Prerequisite: ACT 210.
Restriction: Must not be a: Freshman, Sophomore.
Registration Information: Business Administration, Mechanical Engineering, Agriculture Business, Apparel and Merchandising, Design and Merchandising, Apparel Design and Production, Biomedical Engineering, Computer Science majors; declared LEAP minors or LEAP graduate students only.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 340 Fundamentals of Entrepreneurship Credits: 3 (3-0-0)
Course Description: Concepts of entrepreneurship and role of entrepreneurs in the economy.
Prerequisite: None.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.
MGT 350 Employment Relations: The Legal Environment Credits: 3 (3-0-0)
Course Description: Legal principle and policy issues arising from the employment relationship.
Prerequisite: None.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 360 Social and Sustainable Venturing Credits: 3 (3-0-0)
Course Description: Entrepreneurship and economic opportunities in the transition to a socially and ecologically sustainable global economy.
Prerequisite: None.
Restriction: Must not be a: Freshman, Sophomore.
Registration Information: Junior standing or higher.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 374 Total Rewards and Performance Management Credits: 3 (3-0-0)
Course Description: Principles and best practices for the strategic design and implementation of compensation and performance management systems.
Prerequisite: MGT 310.
Term Offered: Fall.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 375 Advanced Supply Chain Management Credits: 3 (3-0-0)
Course Description: Advanced design of purchasing and supply management within global supply chains.
Prerequisite: MGT 301.
Term Offered: Fall.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 376 Advanced Service and Manufacturing Operations Credits: 3 (3-0-0)
Course Description: Advanced concepts for the management of operations in service and manufacturing companies.
Prerequisite: MGT 301.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 377 Advanced Logistics Credits: 3 (3-0-0)
Course Description: Advanced design and management of logistics and distribution operations within global supply chains.
Prerequisite: MGT 301.
Registration Information: Junior standing.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 382 Management in an International Context Credits: 3 (3-0-0)
Course Description: Fundamentals of management taught in an international context. Emphasis on global management topics.
Prerequisite: None.
Term Offered: Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 410 Leadership and Organizational Behavior Credits: 3 (3-0-0)
Course Description: Behavior of people and groups as members of organizations.
Prerequisite: MGT 305 or MGT 320.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 411 Leading High Performance Teams Credits: 3 (3-0-0)
Course Description: Design, management, and leadership of teams in organizational settings.
Prerequisite: MGT 305 or MGT 320.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 420 New Venture Creation Credits: 3 (3-0-0)
Course Description: Entrepreneurs and the entrepreneurial process. Growth of an independent business.
Prerequisite: MGT 340.
Term Offered: Fall.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 425 Organizational Communication Strategies Credits: 3 (3-0-0)
Course Description: Strategic communications in organizations; contribution that organizational members make whether acting as individual or group communicators.
Prerequisites: (FIN 300 or FIN 305) and (MKT 300 or MKT 305) and (MGT 305 or MGT 320).
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 430 Leadership and Social Responsibility Credits: 3 (3-0-0)
Course Description: Social responsiveness of managers as they face expectations in the firm's internal and external environment.
Prerequisite: None.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 440 New Venture Management Credits: 3 (3-0-0)
Course Description: Theories and skills necessary for managing startup and existing small firms.
Prerequisite: None.
Registration Information: Written consent of instructor.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 450 Biomedical Entrepreneurship I Credits: 2 (2-0-0)
Course Description: Commercialization process for biomedical inventions; market and competitor analysis, regulations, patents; preliminary feasibility study.
Prerequisite: BIOM 470 or MGT 340 or MECH 470.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.
MGT 468 Negotiating Globally  Credits: 3 (3-0-0)
Course Description: Characteristics and process of negotiation in a
global context.
Prerequisite: MGT 305 or MGT 320.
Registration Information: MGT 305 or MGT 320 or International
Studies majors.
Term Offered: Spring (odd years).
Grade Mode: Traditional.
Special Course Fee: No.

MGT 470 Managerial Decisions-Issues and Analysis  Credits:
3 (3-0-0)
Course Description: Investigation and application of managerial
decision-making processes and methods to solve problems in
business functions.
Prerequisites: (MGT 301) and (MGT 305 or MGT 320).
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 471 Micro Issues in Supply Chain Management  Credits:
3 (3-0-0)
Course Description: Managing the supply function (locally or globally)
and the productive flow of materials in goods and services-producing
supply chains.
Prerequisite: MGT 301.
Term Offered: Fall.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 472 Macro Issues in Supply Chain Management  Credits:
3 (3-0-0)
Course Description: Application of analytical and computer-based
tools in the analysis and improvement of supply chains with variable
demand and supply.
Prerequisite: MGT 301.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 473 Employment Relations: Labor and Management  Credits:
3 (3-0-0)
Course Description: Managerial decision making and action in
labor-management relations as affected by labor legislation and
administrative practices.
Prerequisite: None.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 474 Human Resource Planning and Development  Credits:
3 (3-0-0)
Course Description: Human resource planning, recruitment,
selection, training, and development.
Prerequisite: MGT 310.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 475 International Business Management  Credits: 3 (3-0-0)
Course Description: Multinational corporations: their scope,
activities, managerial problems and decisions.
Prerequisites: (FIN 300 or FIN 305) and (MKT 300 or MKT 305) and
(MGT 305 or MGT 320).
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 476 Negotiation and Conflict Management  Credits: 3 (3-0-0)
Course Description: Principles and practices of negotiation and
conflict management including bargaining as a social and managerial
activity.
Prerequisite: MGT 320 or MGT 305.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 477 Global Supply Chain Management  Credits: 3 (3-0-0)
Course Description: Principles and best practices for the strategic
design and implementation of global supply chains.
Prerequisites: MGT 375 and MGT 376 or MGT 376 and MGT 377 or
MGT 375 and MGT 377.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 478 Practicum in Supply Chain Management  Credits:
3 (1-4-0)
Course Description: Research and recommend solutions to "real
world" supply chain management problems.
Prerequisite: MGT 375 or MGT 377.
Registration Information: Must register for lecture and laboratory.
MGT 375; MGT 377 or written consent of instructor.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 485 Internship  Credits: Var[1-18]
Course Description:
Prerequisite: None.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MGT 490 Independent Study  Credits: Var[1-18]
Course Description:
Prerequisite: None.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MGT 491 Group Study  Credits: Var[1-18]
Course Description:
Prerequisite: None.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MGT 492 Research  Credits: Var[1-3]
Course Description:
Prerequisite: None.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.
MGT 600 Manufacturing Process and Systems Design Credits: 3 (3-0-0)  
**Course Description:** Strategic understanding of alternate manufacturing processes and systems design support needed to manage those processes.  
**Prerequisites:** BUS 620 and BUS 625.  
**Restriction:** Must be a: Graduate, Professional.  
**Term Offered:** Spring.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 601 Enterprise Computing and Systems Integration Credits: 3 (3-0-0)  
**Also Offered As:** CIS 601.  
**Course Description:** Integrated extended enterprise planning and execution systems concepts including ERP, CRM, SCM, MRPII, business processes, front/back office systems.  
**Prerequisite:** None.  
**Restriction:** Must be a: Graduate, Professional.  
**Registration Information:** Admission to GSSE program. Credit not allowed for both MGT 601 and CIS 601.  
**Term Offered:** Fall.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 610 Strategic Human Resource Management Credits: 3 (3-0-0)  
**Course Description:** Strategic issues associated with recruiting, staffing, evaluating, compensating, and developing employees; leadership issues associated therein.  
**Prerequisite:** None.  
**Restriction:** Must be a: Graduate, Professional.  
**Registration Information:** Admission to masters program.  
**Term Offered:** Spring.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 611 Management of Organization Development Credits: 3 (3-0-0)  
**Course Description:** Methods for managing organizational change.  
**Prerequisite:** MGT 305 or MGT 320.  
**Restriction:** Must be a: Graduate, Professional.  
**Term Offered:** Spring.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 612 Managing in a Global Context Credits: 3 (3-0-0)  
**Course Description:** Global management and HR development issues/practices. Cross-cultural issues in organization behavior, recruitment, selection, training, compensation.  
**Prerequisite:** None.  
**Restriction:** Must be a: Graduate, Professional.  
**Registration Information:** Admission to GSSE program.  
**Term Offered:** Fall.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 620 Management Credits: 3 (3-0-0)  
**Course Description:** Practices, policies, philosophies, and behavior.  
**Prerequisite:** None.  
**Restriction:** Must be a: Graduate, Professional.  
**Terms Offered:** Fall, Spring.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 625 Managerial Communication Practices Credits: 3 (3-0-0)  
**Course Description:** Internal, external, and managerial communication. Managerial speaking and writing skills enhancement.  
**Prerequisite:** None.  
**Restriction:** Must be a: Graduate, Professional.  
**Registration Information:** Admission to a master’s program in business.  
**Term Offered:** Fall.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 640 Supply Chain Management Strategies Credits: 2 (2-0-0)  
**Course Description:** How to create an effective supply chain management system to establish an efficient network for supplying final consumption.  
**Prerequisite:** MGT 600.  
**Restriction:** Must be a: Graduate, Professional.  
**Term Offered:** Fall.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 665 Supply Chain Development and Management Credits: 2 (2-0-0)  
**Course Description:** This course teaches the development and management of the global supply chain that plans, sources, makes and delivers an organization’s products.  
**Prerequisite:** None.  
**Restriction:** Must be a: Graduate, Professional.  
**Registration Information:** Written consent of instructor. Sections may be offered: Online.  
**Term Offered:** Spring.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 667 Global Social Sustainable Entrepreneurship Credits: 3 (3-0-0)  
**Course Description:** Global challenges—poverty, environmental degradation, public health, agriculture. Role of entrepreneurial management in private and public sector.  
**Prerequisite:** None.  
**Restriction:** Must be a: Graduate, Professional.  
**Registration Information:** Written consent of instructor. Sections may be offered: Online.  
**Terms Offered:** Fall, Spring.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.

MGT 668 New Venture Development for Social Enterprise Credits: 3 (3-0-0)  
**Course Description:** Early stages of a new venture, including creation of business plan. Additional study of social entrepreneurship and sustainable business strategies.  
**Prerequisite:** None.  
**Restriction:** Must be a: Graduate, Professional.  
**Registration Information:** Written consent of instructor. Sections may be offered: Online.  
**Terms Offered:** Fall, Spring.  
**Grade Mode:** Traditional.  
**Special Course Fee:** No.
MGT 671 Labor Management Relations Credits: 3 (3-0-0)
Course Description: Collective bargaining process, administration of contract, and impact of public policy on industrial relations.
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 675 Service Operations/Supply Chain Management Credits: 3 (3-0-0)
Course Description: Supply chain management (SCM) and operations function. Primary focus on service sector.
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Registration Information: Admission to a master's program in business.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 679 Principles of Strategic Management Credits: 3 (3-0-0)
Course Description: Processes through which firms choose and implement strategies. Formulation and implementation of strategic management process in variety of industries.
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Registration Information: Admission to a master's program in business.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MGT 695 Independent Study Credits: Var[1-18]
Course Description: 
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MGT 696 Group Study Credits: Var[1-18]
Course Description: 
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MGT 699 Thesis Credits: Var[1-18]
Course Description: 
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

Management Science (QNT)
QNT 270 Basic Business Statistics Credits: 3 (2-2-0)
Course Description: Statistical tools applied to business conditions and functions.
Prerequisite: STAT 204.
Registration Information: Must register for lecture and laboratory.
Terms Offered: Fall, Spring, Summer.
Grade Modes: S/U within Student Option, Trad within Student Option.
Special Course Fee: No.

QNT 375 Models and Applications in Management Science Credits: 3 (2-2-0)
Course Description: Introduction and application of operations research techniques to business decision problems.
Prerequisite: STAT 204.
Registration Information: Must register for lecture and laboratory.
Terms Offered: Fall, Spring.
Grade Modes: S/U within Student Option, Trad within Student Option.
Special Course Fee: No.

QNT 570 Statistical Decision Making Credits: 3 (3-0-0)
Course Description: Classical statistical techniques including hypothesis testing and multiple regression; model building, control charts, time series and forecasting.
Prerequisite: QNT 270.
Terms Offered: Fall, Summer.
Grade Mode: Traditional.
Special Course Fee: No.