

### Preprofessional Program

- **University Core Curriculum Requirements:** see “University Core Curriculum Requirements” in the Academics section of this catalog.
- **Economics**, 6 hours: ECON 1100 and 1110
- **Mathematics**, 3–4 hours: MATH 1190 or 1400 or 1710 with a grade of C or higher
- **Communication**, 3 hours: COMM 1010
- **Business Computer Information Systems**, 3 hours: BCIS 2610 with a grade of C or higher
- **Accounting**, 6 hours: ACCT 2010 and 2020 with a grade of C or higher
- **Data Description and Analysis**, 3 hours: DSCI 2710
- **Electives:** hours required for electives may vary based on course placement or University Core Requirement course selection. Some professional field programs may designate specific courses in place of elective hours. Students are responsible for completing the total minimum hours required for the degree.

### Upper-Level Business Foundation

- Basic Information Systems, 3 hours: BCIS 3610
- Communication, 3 hours: BCIS 3615
- Statistics, 3 hours: DSCI 3710 or 3870
- Business Law, 3 hours: BLAW 3430
- Management, 3 hours: MGMT 3720
- Marketing, 3 hours: MKTG 3650
- Finance, 3 hours: FINA 3770
- Business Policy, 3 hours: BUSI 4940

### Professional Program

Business Computer Information Systems, 33 hours: BCIS 3630, 3680, 4610, 4620, 4630, 4680, 4690, 4720 and three BCIS elective courses.

### Minor in Business Computer Information Systems

A minor in business computer information systems is available to non-business computer information systems majors. The minor requires 18 hours including BCIS 3630, BCIS 4610, BCIS 4620 and three courses selected from the following: BCIS 4630, BCIS 4640, BCIS 4650, BCIS 4660, BCIS 4680, BCIS 4690, BCIS 4720 or BCIS 4740. Variation of the minor in BCIS may be granted with approval from the Department of Information Technology and Decision Sciences. It is the student’s responsibility to satisfy required course prerequisites where applicable.

### Minor in Decision Sciences

A minor in decision sciences is open to non-decision sciences majors. The minor requires 18 hours selected from the following: BCIS 4660, DSCI 2710, DSCI 3710, DSCI 3870, DSCI 4510,

DSCI 4520, DSCI 4700 or MGMT 3830. Variation of the minor in decision sciences may be granted with approval from the Department of Information Technology and Decision Sciences. It is the student’s responsibility to satisfy required course prerequisites where applicable.

### Graduate Degrees

The department offers degree programs leading to the Master of Science with majors in information technologies and decision technologies, and the Doctor of Philosophy with majors in business computer information systems and operations management science.

The College of Business Administration offers the Master of Business Administration with a major in business administration. Concentrations are available at the master’s level in decision sciences, decision technology and information technology.

For information, consult the *Graduate Catalog*.

### Courses of Instruction

All Courses of Instruction are located in one section at the back of this catalog.

### Course and Subject Guide

The “Course and Subject Guide,” found in the Courses of Instruction section of this book, serves as a table of contents and provides quick access to subject areas and prefixes.

---

## Department of Management

Main Office  
Business Administration Building, Room 315  
P.O. Box 305429  
Denton, TX 76203-5429  
940-565-3140  
Fax: 940-565-4394  
Web site: [www.coba.unt.edu/mgmt](http://www.coba.unt.edu/mgmt)

**Vicki Goodwin, Interim Chair**

### Faculty

*Professors* Davis, D’Souza, Goodwin, Johnson, Powell, Taylor, Watson, White. *Associate Professors* BarNir, Insley, Kuo, Ledgerwood, Lillie, Miles, Ponthieu. *Assistant Professor* Cooper, Salimath, Stodnick. *Executive Lecturer* Hubbard. *Lecturer* Sexton.

## Mission/Vision Statement

The mission of the Department of Management is to provide quality management education leading to bachelor's, master's and doctoral degrees; to conduct relevant basic and applied research; to engage in instructional development; and to provide professional expertise and service to the department's constituent communities. Our mission is accomplished with a primary focus on the undergraduate and master's degrees, while maintaining a small doctoral program in keeping with the mission of the College of Business Administration. This mission reflects our firm belief in the importance of teaching, supported by intellectual contributions and service.

The vision of the Department of Management, as leading educators, is to work together as a team of professionals with a singular focus — student learning. Central to the implementation of this vision is that students are our first priority. Their success is our success. We further believe that we are accountable as educators to display academic leadership. Finally, our success depends on working with the business community as partners in developing cutting-edge education.

## Programs of Study

The department offers undergraduate and graduate programs in the following areas:

- Bachelor of Business Administration with professional fields in entrepreneurship, organizational behavior and human resource management, and operations and supply chain management; and
- Doctor of Philosophy with a major in management.

The college offers the following degree in business administration:

- Master of Business Administration.

Concentrations are available under the MBA in health services management, organizational behavior and human resource management, operations and supply chain management, and strategic management.

The terms “professional field” (BBA degree programs), “concentration” (MBA degree programs) and “major” (BS, PhD degree programs) are used to designate the primary area of study.

## Career Opportunities

For information on career opportunities for graduates of the Department of Management, visit our web site ([www.coba.unt.edu/mgmt](http://www.coba.unt.edu/mgmt)).

## Bachelor of Business Administration

The department offers the Bachelor of Business Administration degree in the professional fields listed below. General requirements for the BBA are listed in the “General University Requirements” and the “University Core Curriculum Requirements” in the Academics section and under “Bachelor of Business Administration” in the College of Business Administration section.

### Academic Standards

1. It is required that students entering professional fields within the Department of Management have a grade point average of 2.7 on all courses completed at UNT. First term/semester transfer students must have a transfer grade point average of 2.7 in order to take professional field courses.
2. A grade of C or above must be earned in each professional field or supporting field course completed in residence or transferred to UNT.
3. Academic requirements for graduation with a professional field within the Department of Management include:
  - a. a minimum 2.7 grade point average in the professional and supporting field, with minimum grades of C required in each professional and supporting field course;
  - b. a minimum 2.7 grade point average in all courses completed at UNT; and
  - c. a minimum 2.7 grade point average in all work attempted, including transfer, correspondence, extension and residence work.

### Professional Field in Entrepreneurship, 18 Hours

The following courses are required for the professional field in entrepreneurship.

- MGMT 3820, Management Concepts
- MGMT 3850, Entrepreneurship
- MGMT 3880, Business Ethics and Social Responsibility
- MGMT 4220, Field Study in Entrepreneurship
- MGMT 4660, International Management Perspectives
- MGMT 4860, Organizational Design and Change

### Approved Supporting Courses, 12 Hours

Choose 6 hours from each of the following groups:

Group 1: MGMT 3830, 3860, 3870, 4470, 4800; MKTG 3700, 3710; RMIN 4300.

Group 2: ACCT 3110, 3270, 4130, 4270; FINA 4300, 4310, 4400; MGMT 4210.

### Professional Field in Organizational Behavior and Human Resource Management, 18 Hours

MGMT 3860, Human Resource Management, plus five additional courses selected from the list below must be completed for the professional field in organizational behavior and human resource management.

- MGMT 3870, Management Research Methods
- MGMT 4170, Employee and Labor Relations
- MGMT 4180, Workplace Health and Safety
- MGMT 4300, Recruitment, Selection and Placement
- MGMT 4460, Topics in Organizational Behavior
- MGMT 4470, Leadership
- MGMT 4790, Human Resources Capstone Course
- MGMT 4840, Compensation and Benefits Administration
- MGMT 4890, Legal Aspects of Employment Practices

### Approved Supporting Courses, 12 Hours

MGMT 3830, 4660, plus 6 hours approved in advance by the department advisor from the following: any course listed above not taken to satisfy professional field requirements, MGMT 3850, 3880, 4210, 4800, 4860; RMIN 4400; LTEC 4440.

### Professional Field in Operations and Supply Chain Management, 18 Hours

The following courses are required for the professional field in operations and supply chain management.

- MGMT 3830, Operations Management
- MGMT 4660, International Management Perspective
- MGMT 4810, Purchasing and Materials Management
- MGMT 4820, Manufacturing Planning and Control
- MGMT 4830, Productivity and Quality Management
- MGMT 4880, Management of Projects and Systems

### Approved Supporting Courses, 12 Hours

DSCI 3870 and LSCM 3960; plus two courses from the following: ACCT 3270, FINA 4300, MFET 4200, MGMT 3850, MGMT 3870 and DSCI 4510.

### Minor in Management

A minor in management is open to non-business majors. The minor requires 18 hours, including MGMT 3720 plus 5 courses selected from the following: MGMT 3330, 3820, 3830, 3850, 3860, 3870, 3880, 4170, 4180, 4210, 4300, 4350, 4400, 4460, 4470, 4660, 4810, 4820, 4830, 4840, 4860 and 4880. It is the student's responsibility to satisfy required course prerequisites where applicable.

### Graduate Degrees

The department offers a degree program leading to the Doctor of Philosophy with a major in management.

The college offers the Master of Business Administration with a major in business administration.

Concentrations are available at the master's level in health services management, organizational behavior and human resource management, operations and supply chain management and strategic management.

For information, consult the *Graduate Catalog*.

### Courses of Instruction

All Courses of Instruction are located in one section at the back of this catalog.

### Course and Subject Guide

The "Course and Subject Guide," found in the Courses of Instruction section of this book, serves as a table of contents and provides quick access to subject areas and prefixes.

---

## Department of Marketing and Logistics

Main Office  
Business Administration Building, Room 236  
231 Avenue A #236  
P.O. Box 311396  
Denton, TX 76203-1396  
940-565-3120  
Fax: 940-565-3837

Web site: [www.coba.unt.edu/mktg](http://www.coba.unt.edu/mktg)

**Jeff Sager, Chair**

### Faculty

*Professors* Crawford, Ganesh, Hasty, Sager, Stratton, Thompson. *Associate Professors* Chowdhury, Farris, Paswan, Pelton, Pohlen, Spears. *Assistant Professors* Blankson, Guzman, Lewin, Manuj, Swartz.

### Introduction

The Department of Marketing and Logistics offers professional education programs to prepare individuals for the pursuit of marketing and logistics careers with manufacturers, transportation and logistics firms, retail and wholesale middlemen, profit and nonprofit service organizations, governmental agencies and academic institutions.