

The **Management** Concentration (30 hours) is designed to prepare students for a career in the management field. Graduates of the program will possess the basic, technical, theoretical and application skills required for managers in industry, government, and nonprofit organizations.



### What is Management?

- Four primary activities: planning, organizing, leading and controlling.
- Manager devises strategies that enable their companies to win in the marketplace.
- Managers select and train employees to implement their plans.
- Managers motivate and lead their employees by using a variety of analytical techniques; a manager evaluates the success of his or her strategies.

### What are the career options for managers?

A career in management offers students the flexibility to work in a variety of settings. Managers often work in a number of positions during their careers.

- **Functional managers** are in charge of a functional area within the organization. Some of the functional areas are marketing, human resources, and finance.
- **Project managers** are in charge of a specific project. They may oversee the development of a new product or service. Once a project is completed, they move to the next challenge.
- **Product managers** often are responsible for motivating and managing sales teams while developing forecasts and evaluating customer needs.
- **General Managers** are responsible for business operations. They are in charge of a wide range of activities.
- **Executives** are senior managers that determine what the firm's strategy will be and are responsible for all aspects of the company.

### Job Availability

Managers will find opportunities in a wide range of industries. The Department of Labor states that “because top managers are essential to the success of any organization, their jobs are unlikely to be automated or off shored to other countries.” There are more than two million general, operations and top level management position in the US. While salaries vary widely, top managers are some of the highest paid workers in the US.

### Student Organizations

The College of Business offers a wide range of student organizations. Students in Free Enterprise (SIFE) participate in regional and national competitions. Phi Beta Lambda is the collegiate component of Future Business Leaders of America (FBLA). Phi Beta Lambda provides leadership and professional development opportunities.



## Curriculum

Bachelor of Business Administration (BBA) degree with the concentration in Management requires:

1. General education courses (54 Hours)
2. Business core courses (36 Hours)
3. Management (30 Hours)

## Business Core Courses

### *Lower Division*

MGMT 1010: Intro to Bus. & Economics  
ECON 2010: Principles of Economics I  
ECON 2020: Principles of Economics II  
ACCT 2010: Principles of Accounting I  
ACCT 2020: Principles of Accounting II  
ECON 2040: Statistical Analysis I

### *Upper Division*

BISE 3150: Business Communications  
BISI 3230: Business Information Systems  
BLAW 3000: Legal Environment of Business  
FINA 3300: Business Finance  
ECON 3050: Quantitative Methods  
MGMT 3010: Management and Org. Behavior  
MGMT 3020: Operations Management  
MKTG 3010: Basic Marketing  
MGMT 4500: Business Strategy and Policy

## Management Concentration

MGMT 3400: Business Ethics  
MGMT 4020: Quality Management  
MGMT 4030: Human Resources Management  
MGMT 4050: Organization Behavior  
MGMT 4120: International Business Management  
MGMT 4190: Employment Law and Labor Relations  
MGMT 4250: Leadership  
Management Electives ((One)  
Business Electives (two)

The College of Business faculty members at TSU all are doctorally qualified, holding Ph.D.'s from well-known institutions such as Case Western Reserve University, Northwestern University, Michigan State University, the University of Arkansas, the University of Texas, and Clemson University.

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**For more information, please visit:**

<http://www.tnstate.edu/businessadmin/>

Tennessee State University was established in 1912 in Nashville, Tennessee. The University has grown to an enrollment of more than 9,000 students and is a comprehensive urban state institution consisting of seven Colleges and Schools.

The College of Business is among the largest academic units on campus, with 1,400 undergraduate and more than one hundred graduate students.



# Management



## DEPARTMENT OF BUSINESS ADMINISTRATION

[www.tnstate.edu/busadmin](http://www.tnstate.edu/busadmin)

Bachelor of Business Administration (BBA) degree with a concentration in Hospitality Management is offered in the Department of Business Administration at the College of Business of the Tennessee State University (TSU).

The College of Business is fully accredited by the Association to Advance Collegiate Schools of Business (AACSB-International). Among undergraduate business schools in the U.S. today, only about 25% are AACSB accredited.

