

## Management

College of Business ■ Undergraduate Programs

### Degrees and Programs Offered

Bachelor of Science  
in Business Administration:  
Concentration in Management  
Minor in Management  
Master of Business Administration  
Master of Science  
in Business Administration

### Career Options

The undergraduate program in Management prepares students for beginning management positions or managerial trainee positions in administration, services, and production operations. Such positions are found in private businesses, governmental agencies and nonprofit organizations.

The Management concentration provides students with a broad background in the overall management of the business enterprise. An executive's job is often described as two-dimensional: one facet is decision making; the other is maintaining the organization.

The typical work environment, whether in private or public enterprise, involves groups of people working toward common goals. All too often, such task-oriented organizations fail to function effectively because of poor structuring, intense conflicts, inadequate motivation, or a lack of focus on well-identified objectives. Many of these problems are commonly referred to as "people management" difficulties.

Students specializing in management will be better prepared to help people—singly or in groups—to function better at the work place. Almost all larger enterprises employ specialists in training, personnel and human relations areas whose primary responsibility is improving organizational effectiveness. This is one possible career path. Management students who seek a general preparation with yet-to-be-defined career goals will also benefit from the training received in this emphasis.

Today's competitive environment calls for a continuous audit of all operations with an eye to increasing output in relation to input. All business organizations, whether service or manufacturing oriented, are greatly interested in the systematic analysis of essential operations with an eye to improved performance. The same applies to the public sector in a time of reduced budgets and ever-increasing demand for services.

Students specializing in this field will find themselves better prepared to review, analyze, systematize and improve all operations of the enterprise. This insight will rest on human and quantitative understanding.

### Program Requirements

The Bachelor of Science in Business Administration requires a minimum of 120 units for graduation. All majors in business are required to complete 63 lower- and upper-division units in business and economics, including work in the major field and elective courses, as well as six units of prerequisite courses.

Approved community college courses may be substituted for the courses marked with an asterisk (\*). Lists of acceptable courses from nearby community colleges may be obtained by visiting the College of Business Student Services Web site: [www.sfsu.edu/~cobssc](http://www.sfsu.edu/~cobssc) and [www.assist.org](http://www.assist.org). For colleges not included on the list a detailed description of the course must be submitted to an advisor in the College of Business for evaluation. Community college courses are not accepted to meet the requirements of any upper division course (numbered 300 or above).



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## FOR MORE INFORMATION

**Department of Management**  
BUS 310

415-338-2138

E-mail: mgmtdept@sfsu.edu

Web: <http://www.sfsu.edu/~mgmt>

### How to apply

Apply online through CSUMentor: [www.csumentor.edu](http://www.csumentor.edu). It's the easiest and fastest way to apply. For more information about SFSU admissions, visit the SFSU Prospective Student Web site: [www.sfsu.edu/prospect](http://www.sfsu.edu/prospect).

### Reaching SFSU by mail

To reach any SFSU department or program by mail, write to the specific office, followed by: San Francisco State University  
1600 Holloway Avenue  
San Francisco, CA 94132

### By phone

University Information  
415/338-1111

### Admissions Office

415/338-1113

E-mail: [ugadmit@sfsu.edu](mailto:ugadmit@sfsu.edu)

### SFSU on the Internet

For access to the University Bulletin (catalog), Class Schedule, and other campus information, visit SFSU on the Web: [www.sfsu.edu](http://www.sfsu.edu)

## Bachelor of Science in Business Administration: Concentration in Management

### Prerequisites to Core Courses Units

DS 110 Mathematical Analysis for Business

or

MATH 110 Business Calculus

ECON 100 Introduction to  
Macroeconomic Analysis

ISYS 263 Introduction to  
Information Systems

### Core Courses (42 units)

ECON 101 Introduction to  
Microeconomic Analysis

ACCT 100 Principles of Financial Accounting

ACCT 101 Principles of Managerial Accounting

DS 212 Business Statistics I

IBUS 330 International Business  
and Multicultural Relations

FIN 350 Business Finance

BUS 360 Business Communication

ISYS 363 Information Systems for Management

MGMT 405 Introduction to Management  
and Organizational Behavior

MGMT 407 Economics for Managers

or

DS 411 Decision Modeling with Spreadsheets

DS 412 Operations Management

MKTG 431 Marketing

BUS 682 Seminar in  
the Environment of Business

BUS 690 Seminar in Business Policy  
and Strategic Management

**Total for Core Courses 42**

### CONCENTRATION IN MANAGEMENT COURSES

Students must have a minimum grade point average of 2.0 in all concentration courses. Undergraduate majors may not take departmental concentration courses on a CR/NC basis (unless that is the only grading option available).

### Concentration Requirements Units

MGMT 605 Seminar in  
Organization Behavior

MGMT 640 Managing Diversity  
in the Workplace

MGMT 650 Creativity and Innovation

MGMT 648 Leadership Patterns  
and Opportunities

or  
MGMT 655 Seminar in Emerging Issues  
in Management

MGMT 670 Strategic Organization  
Design and Change

6 units from any course with a MGMT prefix

MGMT 342 Women in Management

MGMT 354 Starting a Business  
(non-entrepreneurship majors)

MGMT 430 Introduction to Entrepreneurship I

MGMT 431 Introduction to Entrepreneurship II

MGMT 432 Entrepreneurial Strategy and Tactics

MGMT 433 Building the  
Entrepreneurial Venture

MGMT 567 Internship in Management

MGMT 610 Human Resource  
Management

MGMT 648 Seminar in Leadership

MGMT 655 Emerging Issues  
in Management

MGMT 659 Introduction to  
International Business  
Negotiation

BUS 440 Ethics at Work II: Business

BUS 450 Greening of Business

**Total Management Concentration Units 21**

**Total Units 63**

## Minor in Management

A minimum 2.0 GPA is required for the Management minor and at least 50 percent of courses must be taken in residence. Except in cases of credit by examination, no more than six units of the Management minor may be offered on a CR/NC basis.

### Required Courses Units

MGMT 405 Introduction to  
Management and  
Organizational Behavior

MGMT 605 Seminar in  
Organization Behavior

MGMT 610 Human Resource  
Management

BUS 682 Environment of Business

Total Units Required Courses 12

### Elective Courses

Units selected from the following  
with approval of a management adviser: 12

MGMT 342 Women in Management

MGMT 354 Starting a Business  
(non-entrepreneurship majors)

MGMT 655 Emerging Issues  
in Management

MGMT 680 Managerial and  
Organizational Development  
in the Workplace

MGMT 567 Internship in Management

BUS 450 Greening of Business

MGMT 659 Introduction to  
International Business  
Negotiating

IBUS 681 Seminar in  
Comparative Management

**Total 24**