Major in Business Administration - Leadership and Management

Students in the Leadership and Management Concentration complete the major in Business Administration and 24 units of Management requirements. **Students will not be allowed to register for majors only courses until they have successfully completed all of the PBUA courses and been admitted to the BUAD major.**

Requirements for all Business Administration Majors

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Courses Required for Admission to Major</strong></td>
<td><strong>18</strong></td>
<td></td>
</tr>
<tr>
<td>ACCT 201</td>
<td>Principles of Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>or ACCT 211</td>
<td>Honors Accounting Principles I</td>
<td>3</td>
</tr>
<tr>
<td>ECON 201</td>
<td>Microeconomic Principles</td>
<td>3</td>
</tr>
<tr>
<td>or ECON 203</td>
<td>Honors Microeconomic Principles</td>
<td>3</td>
</tr>
<tr>
<td>ECON 202</td>
<td>Macroeconomic Principles</td>
<td>3</td>
</tr>
<tr>
<td>or ECON 204</td>
<td>Honors Macroeconomic Principles</td>
<td>3</td>
</tr>
<tr>
<td>LEGL 225</td>
<td>Legal Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td>MATH 211</td>
<td>Calculus for Applications</td>
<td>3</td>
</tr>
<tr>
<td>or MATH 273</td>
<td>Calculus I</td>
<td></td>
</tr>
<tr>
<td>Select one of the following:</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>ECON 205</td>
<td>Statistics for Business and Economics I</td>
<td></td>
</tr>
<tr>
<td>MATH 231</td>
<td>Basic Statistics</td>
<td></td>
</tr>
<tr>
<td>or MATH 233</td>
<td>Honors Basic Statistics</td>
<td></td>
</tr>
</tbody>
</table>

Admission to the BUAD major requires an average GPA of 2.7 or higher in the six courses required for admission. A grade of C or higher is required in each individual course.

**Required Business Courses (open to Pre-BUAD majors)** 20

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 202</td>
<td>Principles of Managerial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>or ACCT 212</td>
<td>Honors Accounting Principles II</td>
<td>3</td>
</tr>
<tr>
<td>BUSX 301</td>
<td>Business Communications</td>
<td>3</td>
</tr>
<tr>
<td>EBTM 250</td>
<td>Problem Solving in Business I</td>
<td>1</td>
</tr>
<tr>
<td>EBTM 251</td>
<td>Problem Solving in Business II</td>
<td>1</td>
</tr>
<tr>
<td>EBTM 337</td>
<td>Enterprise Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>FIN 331</td>
<td>Principles of Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 341</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 361</td>
<td>Leadership and Management</td>
<td>3</td>
</tr>
</tbody>
</table>

**Required Business Courses (open to BUAD majors only)** 12

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSX 460</td>
<td>Professional Experience</td>
<td>3</td>
</tr>
<tr>
<td>EBTM 350</td>
<td>Business Analytics</td>
<td>3</td>
</tr>
<tr>
<td>EBTM 365</td>
<td>Principles of Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 481</td>
<td>Strategic Management</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Units** 24

BUAD majors must also complete an approved concentration or track of between 21 and 24 units.

Leadership and Management Concentration Requirements

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MNGT 381</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 391</td>
<td>Developing Management and Team Building Skills</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 395</td>
<td>Management of Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 425</td>
<td>Organization Theory and Development</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 463</td>
<td>Organizational Leadership</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 465</td>
<td>Leadership Learning, and Change</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 475</td>
<td>International Business: Theory and Practice</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 483</td>
<td>Multinational Management</td>
<td>3</td>
</tr>
<tr>
<td>MNGT 486</td>
<td>Leading Across International Cultures</td>
<td></td>
</tr>
</tbody>
</table>

Leadership and Management Concentration Elective, Choose one from the following: 3

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBTM 310</td>
<td>Introduction to ERP Systems</td>
<td></td>
</tr>
<tr>
<td>ENTR 355</td>
<td>Entrepreneurship Foundations and Pathways</td>
<td></td>
</tr>
<tr>
<td>ENTR 380</td>
<td>Social Entrepreneurship</td>
<td></td>
</tr>
<tr>
<td>MNGT 453</td>
<td>Conflict Resolution in Business</td>
<td></td>
</tr>
<tr>
<td>MNGT 470</td>
<td>Special Topics in Management</td>
<td></td>
</tr>
<tr>
<td>MNGT 482</td>
<td>Business Ethics and Sustainability</td>
<td></td>
</tr>
<tr>
<td>MNGT 491</td>
<td>Directed Readings-Management</td>
<td></td>
</tr>
<tr>
<td>MNGT 494</td>
<td>Study Abroad in Management</td>
<td></td>
</tr>
<tr>
<td>MNGT 495</td>
<td>Independent Research-Management</td>
<td></td>
</tr>
<tr>
<td>MNGT 496</td>
<td>Management Internship</td>
<td></td>
</tr>
<tr>
<td>MNGT 497</td>
<td>Pacticum in Management</td>
<td>1</td>
</tr>
<tr>
<td>MNGT 498</td>
<td></td>
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</tr>
</tbody>
</table>

Suggested Four-Year Plan

Based on course availability and student needs and preferences, the selected sequences will probably vary from those presented below. Students should consult with their adviser to make the most appropriate elective choices.

**Freshman**

**Term 1**

<table>
<thead>
<tr>
<th>Code</th>
<th>Units</th>
<th>Term 2</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 201 or 203 (Core 6)</td>
<td>3</td>
<td>ECON 202 or 204</td>
<td>3</td>
</tr>
<tr>
<td>Prerequisite for MATH 211</td>
<td>3</td>
<td>MATH 211 (may substitute MATH 273)</td>
<td>3</td>
</tr>
<tr>
<td>Core 1 (or Core 2)</td>
<td>3</td>
<td>Core 2 (or Core 1)</td>
<td>3</td>
</tr>
<tr>
<td>Core 4</td>
<td>3</td>
<td>Core 10</td>
<td>3</td>
</tr>
</tbody>
</table>
Profile of a CBE Graduate

As a premier school of applied business learning, the College of Business and Economics prepares its graduates to achieve excellence in their professional careers. Rigorous academic studies and hands-on business experience—all subject to strict measures of performance—work in combination to develop the foundation for success, connect students with the professional community and transform students who will have a positive impact in and beyond Maryland.

Graduates of Towson University’s College of Business and Economics will:

Apply Business Knowledge in the Context of Professional Employment

• Demonstrate knowledge of business concepts and theories
• Successfully complete a quality, mentored, reflective professional experience in preparation for future employment

Communicate Properly and Effectively

• Write professional documents that provide audience-centric content, rhetorically appropriate organization and follow accepted conventions of design, style, grammar, punctuation and mechanics
• Make articulate and persuasive oral presentations

Apply Critical Thinking and Problem-Solving Skills to Organizational Decision Making

• Conduct internal and external analyses of domestic and global organizations, formulate strategies and identify issues with implementing these strategies
• Practice creative ideation
• Develop comprehensive, justified conclusions that result from systematic application of relevant information and decision criteria to decision alternatives within a realistic organizational decision context

Use Technology Effectively in Business Settings

• Demonstrate competency in the use of analytical software
• Utilize state-of-the-practice software for business applications

Work Effectively Toward Achieving Common Goals within Diverse Teams

• Guide teams, as leaders and followers, to achieve team goals while maintaining group cohesion, follower satisfaction and efficient operations
• Treat others with respect and show sensitivity to their views, values, cultures and customs

Distinguish Between Ethical and Unethical Conduct in the Professional Lives

• Explain how ethical conduct of managers affects individuals’ motivation and organizations’ performance
• Apply ethics in business decision-making, considering the impact of ethical conduct on multiple stakeholders