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**MGT 110: Management I**

Syllabus

**Instructor**: Peter Canellis

**Title:** Professor

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**Office Hours:**

Before or after class, or by appointment

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**Course Description**

This course serves as an introduction to the art and science of Management. It is designed to integrate the accepted theories of this body of knowledge with real world applications that will provide students with basic knowledge and skills needed for managing others and for transacting effectively with those to whom they report.

The course begins with a discussion of the current issues in Management and then proceeds to cover the traditional functions of management: planning, organizing, leading, motivating and controlling.

Lecture and class assignments given in the course are intended to help students understand the needs of modern public and private organizations, including emerging national and international trends.

This course will be taught using a variety of techniques including:

* Lecture
* Text readings
* Class examples and discussion
* Case analysis
* Supplemental articles and readings
* Computer / problem simulations.

Credits: 3

Grading System: Letter Grade

**Prerequisites**

None

**Course Objectives**

Course objectives are for students to acquire the ability to answer the following questions:

* What are the principals of managing formal organizations?
* What are the challenges faced by today’s managers?
* What examples are there of organizations engaging in the management functions of planning, organizing, leading and controlling?
* How do the theories and the practice of the art and science of Management complement each other?

Simulation-Specific Objectives

BizCafe, the Management simulation we use in this course, is designed for classes in business fundamentals. To that end, the simulation will help students to answer the following questions:

* How is staffing and operation of a service business (i.e., hiring, firing, budgeting) performed?
* How do we calculate break-even involving multiple factors?
* How do we read and interpret basic financial statements?
* What is the potential impact of marketing and promotion on a business?
* Why is customer satisfaction so important?

**Course Outcomes**

After successful completion of this course, students will have acquired the ability to:

* Work and manage in the environment of formal private or public sector organizations
* Address the challenges faced by today’s managers
* Engage in the management functions of planning, organizing, leading and controlling.
* Apply theory to the practice of the art and science of Management
* Apply practical, applicable knowledge gained through study of real business cases and readings in Management
* Practice clear thinking about the concepts and principles that support the Management body of knowledge

**Course Requirements**

**Assignments**

**Individual Assignment**

Read and present (i.e., summarize, discuss, critique) an article from a current publication on a management issue.

Students are required to make this presentation on the notified date. If you do not present on that date, you will not have a chance to make up this assignment.

**Group Assignment**

This assignment requires work in groups of 4 to 5 members. You will study either a specific company choosing one or more of the topics discussed in class, or choose a topic and do a comparative analysis of two or three companies for that topic

Present your complete project as a group. Presentations should last 15 to 20 minutes and will be followed by questions from your classmates.

**Examinations**

An examination is given for each chapter covered in the text.

**Required Text(s)**

|  |  |
| --- | --- |
| Text: | *Management: Principles and Applications*, 3rd Ed. |
| ISBN: | Paperback (black / white): 978-1-942041-02-0 |
| Author(s): | Bierman, Leonard, Ferrell, O.C., & Ferrell, Linda |
| Publisher | Academic Media Solutions |

**Required Materials and Proficiencies**

* Text as noted above.
* Laptop running the standard Microsoft suite of productivity applications (i.e., Excel, PowerPoint, Word)
* Supplementary articles from various sources as directed by the instructor
* Basic mathematical concepts
* Mid-level Excel (Spreadsheet)
* Basic PowerPoint (Presentation)
* Basic word processing (MS Word)

**Suggested Text(s)**

NOTE: These textbooks are not essential to passing the course and no assignments/ exam material are taken from them. The textbooks listed in this section are to provide supplemental support to the course topics and readings.)

|  |  |
| --- | --- |
| Text: | *Management*, 11th Edition |
| ISBN: | 978-0-13-216384-2 |
| Author(s): | Robbins, Stephen P., & Coulter, Mary |
| Publisher | Prentice Hall |

**Additional Reading List**

Articles as directed by the instructor.

**Grading Policy**

The student's grade will be determined as follows:

|  |  |  |
| --- | --- | --- |
| **Assignment** | **Due Date** | **Percentage** |
| Group case / discussion / presentation | TBD | 50% |
| Simulation Decision Rationales | TBD | 35% |
| Class Participation | N / A | 10% |
| Attendance  | N / A | 5% |
|  | **TOTAL** | **100%** |

**Grading Scale**

|  |  |  |
| --- | --- | --- |
| **Grade** | **Numeric Value** | **Standard** |
|  A | 90-100 | Excellent |
|  B+ | 85-89 |  |
|  B | 80-84 | Good |
|  C+ | 75-79 |  |
|  C | 70-74 | Average |
|  D\*\* | 60-69 | Min. Passing |
|  F | Below 60 | Failure |

\*\*For Aviation Training Institute students, minimum passing grade

for all courses in the airframe and powerplant curriculum is a “C”.

**Incomplete Grades**

Requests for Incomplete grades must be made in writing before the course ends, and after the mid-term has been passed.

**Course Schedule**

**\*Course Schedule is subject to change**

|  |  |  |  |  | **Estimated Assignment Times** |
| --- | --- | --- | --- | --- | --- |
| **Summer Term Week** | **Fall or Spring Term Week** | **Session** | **Topics** | **Text Chapters** | **Read** | **Homework:****Answer Questions Assigned (all chapters)** | **Study:****Review Notes for Exams (all chapters)** |
| **1** | **1** | **1** | Overview of Management | 1 | 1 | 1 | 1 |
| **2** | Overview of Management | 1 | 1 | 1 | 1 |
| **2** | **3** | Overview of Management | 1 | 1 | 1CASE 1: The Management Process at New Belgium Brewing  | 1 |
| **4** | History of Management Thought | 2 | 1 | 1 | 1 |
| **3** | **5** | History of Management Thought | 2 | 1 | 1 | 1 |
| **2** | **6** | History of Management Thought | 2 | 1 | 1CASE 2: How Business Schools Began | 1 |
| **4** | **7** | The Environment of Management | 3 | 1 | 1 | 1 |
| **8** | The Environment of Management | 3 | 1 | 1 | 1 |
|  **2** | **5** | **9** | The Environment of Management | 3 | 1 | 1CASE 3: Caterpillar, Inc. Successes and Challenges | 1 |
| **10** | Ethics & Social Responsibility | 4 | 1 | 1 | 1 |
| **3** | **6** | **11** | Ethics & Social Responsibility | 4 | 1 | 1 | 1 |
| **12** | Ethics & Social Responsibility | 4 | 1 | 1CASE 4: Multi-level Marketing Under Fire—Herbalife Defends its Business Model | 1 |
| **7** | **13** | Managing in a Global Economy | 5 | 1 | 1 | 1 |
| **14** | Managing in a Global Economy | 5 | 1 | 1Complete Preparation of Article Review | 1 |
| **8** | **15** | Managing in a Global Economy | 5 | 1 | 1CASE 5: KFC Experiences Growth in China | 1 |
|  | **16** | Planning & Strategic Management | 6 | 1 | 1 | 1 |
| **4** | **9** | **17** | Planning & Strategic Management | 6 | 1 | 1 | 1 |
| **18** | Planning & Strategic Management | 6 | 1 | 1CASE 6: Apple, Inc. Advances through Strategic Planning | 1 |
| **10** | **19** | Decision Making | 7 | 1 | 1 | 1 |
| **20** | Decision Making | 7 | 1 | 1 | 1 |
| **5** | **11** | **21** | Decision Making | 7 | 1 | 1CASE 7: Tony Hsieh Makes Right Decisions at Zappos | 1 |
| **22** | Organizing | 8 | 1 | 1 | 1 |
| **12** | **23** | Organizing | 8 | 1 | 1 | 1 |
| **24** | Organizing | 8 | 1 | 1CASE 8: Patagonia Adopts Organizational Structure to Attract and Empower Passionate Employees | 1 |
| **13** | **25** | Human Resource Management | 9 | 1 | 1 | 1 |
| **6** | **26** | Human Resource Management | 9 | 1 | 1CASE 9:Concussions and the National Football League  | 1 |
| **14** | **27** | Present Team Projects | N / A | 1 | 1Present Team Projects | 1 |
| **28** | Present Team Projects | N / A | 1 | 1Present Team Projects | 1 |
| **15** | **29** | Present Team Projects | N / A | 1 | 1Present Team Projects | 1 |
| **30** | Course Summary | 1 - 9 | 1 | 1 | 1 |