Management

Management professionals lead and coordinate people, activities, and systems to achieve organizational goals. Students enrolled in the management major develop the skills and knowledge needed to perform the functions of managers: planning, organizing, controlling, and directing. EIU’s management majors may study general management or concentrate in international or human resource management.

Careers in Management

People who can manage resources such as time, money, people, and equipment effectively and efficiently are always in demand by businesses, government agencies and nonprofit organizations. Career tracks and positions open to management majors include:

- Bank manager
- Compensation analyst
- Contract administrator
- Customer service manager
- Development officer
- Insurance underwriter
- Logistics specialist
- Merchandise manager
- Pricing analyst
- Property manager
- Retail buyer
- Salesperson
- Sales manager
- Benefits administrator
- Claims analyst
- Credit manager
- Entrepreneur
- Health care administrator
- Human resource manager
- Job analyst
- Operations manager
- Project manager
- Purchasing agent
- Retail manager
- Supply chain manager
- Training specialist

Managers may want to complete a master’s degree in business administration (MBA) or other specialized graduate degree to advance in some areas such as consulting, corporate management, and governmental executive management.

Become a Management Major!

Management is one of six majors at EIU’s School of Business. Students who succeed as Management Majors are:

- Adaptable and flexible
- Analytical
- Problem solvers
- Planners
- Decision makers
- People oriented
- Goal oriented
- Leaders

The Management Major curriculum emphasizes: analytical skills, ability to interpret data, planning and organizing, research skills, written communication, presentation skills, problem solving, and teamwork.

Professional Development Opportunities

Make a successful transition from college to career by enhancing the knowledge and skills you learn in the classroom through professional development activities. To gain a competitive edge in starting your career you can:

- Be a student leader by participating in EIU’s award-winning student business organizations such as the Society for Human Resource Management and Delta Sigma Pi.
- Complete a management internship to apply your academic skills and knowledge in the “real world,” polish your professional skills, and gain a head start on your career.
- Study abroad to gain international experience that will help prepare you for the competitive global marketplace.
- Participate in career development activities such as mock interviews and resume workshops, job shadowing, and business etiquette programs to gain the skills and confidence to begin your career successfully.
- Conduct in-depth study by working on a management research project with a management professor.

EIU’s School of Business is accredited by the Association to Advance Collegiate Schools of Business International (AACSB). AACSB is the premier accreditation body for institutions offering degrees in business and accounting.
Management Curriculum Requirements
A grade of C or better is required in courses designated with an arrow (>).

**EIU General Education Curriculum:**
- ENG 1001G  College Composition I
- ENG 1002G  College Composition II
- CMN 1310G Introduction to Speech Communication
- MAT 2120G  Finite Mathematics
- ECN 2801G Principles of Macroeconomics
- ECN 2802G Principles of Microeconomics

Students also must fulfill the University foreign language requirement (two courses in a single foreign language) unless exempt based on high school course work.

**Critical Thinking & Quantitative Reasoning Course:**
CTQR Options: CMN2040, ECN3450, GEO3810, MAT2110G, Mİ5305, OSC3800 (May double count as MGT elective), OSCI4200, PHI1900G, PHI1990G

**Business Core Curriculum (prerequisites required):**
- BUS 1000 Introductory Business Seminar
- BUS 1950 Computer Concepts and Applications for Business
- BUS 2101 Financial Accounting
- BUS 2102 Managerial Accounting (BUS2101)
- BUS 2750 Legal and Social Environment of Business
- BUS 2810 Business Statistics (BUS2810)
- BUS 3010 Management & Organizational Behavior (60 hours)
- BUS 3200 International Business (BUS2750, ECN2801G, ECN2802G)
- BUS 3470 Principles of Marketing (BUS2810, MAT2120G)
- BUS 3500 Mgmt Information Systems (BUS1950, MAT2120G)
- BUS 3710 Business Financial Mgmt (BUS2101, MAT2120G)
- BUS 3950 Operations Mgmt (BUS2810, MAT2120G)
- BUS 4360 Strategy and Policy (Capstone for Senior Year)

**Management Core (prerequisites required):**
- MGT 3450 Human Resource Management (60 hours)
- MGT 3830 Managerial Communications (60 hours)
- MGT 4310 Organizational Behavior (BUS3010)
- MGT 4600 Int'l Business Policy & Operation (BUS3200)
- MGT 4650 Management Seminar (90 hrs, MGT3450, 3830, 4310)

- Plus one of the following concentrations (12 hours):
  - General Management
    - Four electives (E)
  - Human Resource Management (HR)
    - Three required (HR), One elective (E)
  - International (IM)
    - Three electives (IM), One elective (E)

- MGT 3900 Employment Law (HR) (E)
- MGT 4370 Compensation Management (HR) (E)
- MGT 4500 Employee Staffing & Development (HR) (E)
- MGT 3970 Study Abroad (IM) (E)
- MGT 4275 Internship in Management (IM) (E)
- MGT 4700 Special Topics in Management (IM) (E)
- FIN 4820 International Finance (IM)
- MAR 4490 International Marketing (IM)
- GEG, ECN, HIS, or PLS (w/ Intl focus)

Management majors complete 9 semester hours of electives. Students who are exempt from MAT 1271 as a prerequisite to other math courses will complete an additional 3 semester hours of electives.

### First Semester

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