

MGMT 223

Legal Environment

3 Credit Hours

The Legal Environment of Business is the study of the history and development of the judicial system and the creation of the various administrative agencies that affect the legal environment of business. Principles of labor-management, consumer and antitrust and environmental law are discussed and analyzed through the use of cases and problems. Special emphasis is placed upon the impact of administrative law in the world of business.

MGMT 310

Introduction to Hospitality Management

3 Credit Hours

Introduction to Hospitality Management is designed to provide students with an overview of the hospitality industry including, restaurant, lodging, meeting planning, and conventions. Students are provided with a broad exposure to one of the largest and fastest-growing industries. Students leave the course with an understanding of the career opportunities available in the industry, a realization of the challenges faced by professionals in the industry, a knowledge of the current operating procedures, and the functions of management in the hospitality and tourism industry. Students who complete the course can receive a professional certification in hospitality management from the American Hotel and Lodging Educational Institute.

MGMT 311

Customer Service for Hospitality and Tourism

3 Credit Hours

This course provides a dynamic and high impact as it provides students with practical skills to operate hospitality organizations. Key topics in the course include food and beverage management, customer service, staffing and operational organization, company culture building, and managing service encounters with the importance of service recovery. Students who complete the course can receive two professional certifications in Customer Service and Food and Beverage Management from the American Hotel and Lodging Educational Institute.

MGMT 312

Meetings, Expositions, Events and Conventions Planning

3 Credit Hours

This course has been designed to introduce students to the meetings, expositions, events and conventions industry from an entrepreneur's perspective. This course leads students through a portfolio building process in which students learn how to apply for a FEIN (federal tax identification number) and a municipal business license. Students also learn how to complete an RFP (request for proposal for business funding). Students will also obtain the Illinois Basset Safe Alcohol Service License from the Illinois Liquor Control Commission, the National Restaurant Association ServSafe Sanitation Food Managers License, and the NRA Customer Service Certification.

MGMT 313

Hotel and Lodging Management

3 Credit Hours

Students are introduced to all the components that comprise hotel, or other lodging, operations. Students learn skills that allow them to focus on several key departments in a hotel operation including the front office, back office, housekeeping, guest safety, and organizational security. Students also learn about the classifications of hotels; the direct and indirect economic impact to the communities in which the hotels are located. Students learn the duties of a full-service hotel general manager as well as how to lead a team of sales and staff members. Students who complete this course will receive a professional certification in Hotel Front Office Management from the American Hotel and Lodging Educational Institute.

MGMT 330

Diversity in Organizations

3 Credit Hours

This course addresses various aspects of diversity. The focus of the course is to help the students develop an ability to understand, respect, and value diversity. Through readings, discussions, and assignments, students learn how to apply best to management activities. Issues related to discrimination, affirmative action, career development, socialization and social change policies are explored. Historical, psychological, sociological, legal and managerial viewpoints are highlighted.

MGMT 364

Entrepreneurship

3 Credit Hours

This class addresses the unique entrepreneurial experience of conceiving, evaluating, creating, managing, and potentially selling a business. The goal is to provide a comprehensive understanding of how to design and launch a business. The course relies on classroom discussion, participation, guest speakers, case analysis, the creation of a feasibility plan, and the building a business plan to develop a strategy for launching and managing a business.

MGMT 365

Professional Sales Management

3 Credit Hours

Managers have to sell ideas in today's data driven world. Practitioners in almost every field use visualization to explore and present data. This course shows you how to better understand your data, present clear evidence of your findings to your intended audience, and tell engaging data stories that clearly depict the points you want to make all through data graphics. The skills learned in this course offer enormous value for creatives, educators, entrepreneurs, and business leaders in a variety of industries. Whether you are a seasoned visualization designer or just learning about it now, this course will serve as an introduction and reference to becoming visual with data. The course uses Microsoft 365 products and Tableau.

MGMT 370

Organizational Behavior

3 Credit Hours

Pre/Corequisite: P (RQ) BUSP-101 unless Transfer Student
The class material will include theory, research, and practical application of Organizational Behavior (OB) in organizations. OB is the study of how individuals, groups and workplace contexts impact behavior within an organization. The goal of OB is to understand, predict, and influence employee attitudes and behavior in order to improve organizational effectiveness. Topics include: personality differences, work motivation, leadership, influence processes and group dynamics.

MGMT 380

Business, Ethics, and Society

3 Credit Hours

Students develop an understanding of the interrelationship and interaction of society, business, and government at national and international levels. Students develop the ability to recognize the importance of ethics in business, and society. The class will focus on allowing students to develop an understanding of ethical concepts and philosophical principles as they relate to business.

MGMT 381

Management Internship

3 Credit Hours

Students work in real world situations and gain valuable, practical experiences. Students receiving credit must have the pre-approval of the program director Approval will be based on the level of technical work actually being done during the internship. The course grade is based on job performance and academic projects related to the position.

MGMT 390

Business Strategy

3 Credit Hours

Pre/Corequisite: P (RQ) ACCT-211, BANA-320, MKTG-300, FINC-300,
This course teaches students how to identify and analyze opportunities as well as to solve problems in business situations. Students will be required to apply knowledge, techniques, and skills learned in core business courses. Topics include evaluating environmental changes important to a particular business, business analysis, identifying and applying generic business strategies such as Porter's five forces.