

## Interdisciplinary Business Concentration in the Management Major

The Management (MGT) major is a business program offered by the College of Management (CM) at the University of Massachusetts Boston. The major combines traditional business principles and innovative current topics to prepare students for today's business world. The MGT major consists of a common core of twelve courses, a capstone course, and a concentration of five to seven courses in a particular area of specialization. Students in the Management major must also satisfy a professional development requirement through the Management Achievement Program (MAP).

### Career Paths

The Interdisciplinary Business concentration allows students to explore various advanced business topics and courses from each department in the College. Students will take specified courses in Accounting, Business Intelligence, Entrepreneurship, Finance, Management, Marketing, or Supply Chain Management disciplines. This concentration is available **online**, making it a flexible option that fits many scheduling priorities.

Students who complete the Interdisciplinary Business Concentration will have a broad foundation in business that will prepare them for graduate studies in business or related fields. Students in this concentration will also have a breadth of exposure to diverse business functional areas and be prepared to launch a career in various organizations.

### Advising Notes

- College of Management students are required to meet with their academic advisor at least once a semester for registration planning; but are welcome to meet more often. Students who join a CM Learning Community (LEAD, TRAIL or 3YD:Three-Year Degree Program) or those who have more than 60 credits are advised in the College of Management Undergraduate Program Office (UPO) in M-5-610. Students with fewer than 60 credits who did not join a CM learning community are advised in the Academic and Career Engagement and Success Center until they have earned 60 credits. Advising for degree exceptions and policy overrides should go through the CM UPO.
- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

### Concentration Courses

Five courses (15 credits) in total are required to complete the Interdisciplinary Business Concentration

Take One Required Accounting & Finance Department course from:

AF 315 Accounting Information Systems

AF 325 Theory of Corporate Finance

Take One Required Management Department course from:

MGT 401 Introduction Human Resource Management

MGT 421 Management Practices

MGT 470 Entrepreneurship and Innovation in Organizations

Take One Required Marketing Department course from:

MKT 403 Integrated Marketing Communication

MKT 405 Web Page Marketing

Take One Required Management Science and Information Systems Department course from:

IT 370 Business Intelligence

SCSM 454L Supply Chain Management

Take One Required Elective course from the nine courses listed above that is not already being used to satisfy one of the specific department requirements above.

## International Management Concentration in the Management Major

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### Career Paths

The international management concentration seeks to broaden students' horizons and prepare them for the increasingly global business world. This concentration will help students understand both the economic, and political forces shaping the world economy and the implications for management practices. Students will gain an appreciation of the diverse economies and cultures of different countries.

Graduates concentrating in international management are well prepared for a wide variety of careers in general management, international management and marketing, and financial analysis. Our alumni work in importing/exporting, retailing, sales, tourism, product management, and trade positions in multinational companies. International management concentrators are well positioned for graduate studies in business, law, international development, and international economics.

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- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

### Concentration Courses

Five courses (15 credits) in total are required to complete the International Management Concentration

Take Three Required Courses:

AF 455 International Financial Management  
MKT 430 International Marketing

MGT 434 Managing in Global Economy

Take Two of the Following Elective Courses:

ECON 334 International Trade  
ECON 335 International Finance  
ECON 336 Economic Development  
ECON 372 Comparative Economic Systems  
ECON 435 The Multinational Corporation  
GLBAFF 220 Introduction to Global Affairs

GLBAFF 310 Global Financial Markets  
GLBAFF 312 Int'l Institutions & Mgt. of Development  
GLBAFF 313 Regional Political Economy  
POLSCI 410 Politics of International Economic Relations  
MGT 480 Internship

## Leadership & Organizational Change Concentration in the Management Major

The Management (MGT) major is a business program offered by the College of Management (CM) at the University of Massachusetts Boston. The major combines traditional business principles and innovative current topics to prepare students for today's business world. The MGT major consists of a common core of twelve courses, a capstone course, and a concentration of five to seven courses in a particular area of specialization. Students in the Management major must also satisfy a professional development requirement through the Management Achievement Program (MAP).

### Career Paths

The Leadership and Organizational Change (LOC) concentration allows students to explore and develop critical managerial skills in decision making, conflict management, communication, and venture-creation skills. The concentration provides students not only with technical skills but also with the ability to manage people and resources effectively. Students can focus their concentration in Human Resource Management or Managerial Effectiveness if they wish.

Students who complete their bachelor's degree with a concentration in leadership and organizational change are positioned well for entry-level managerial positions in the financial, biotechnology, high tech, nonprofit, computer and telecommunications industries, as well as in education, insurance, and health care. Recent graduates of the program work as account executives, human resource managers, consultants, recruiters, and retail managers, and several have started their own firms.

### Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

### Concentration Courses

Five courses (15 credits) in total are required to complete the Leadership and Organizational Change Concentration

Take Two Required Courses:

MGT 421 Skills in Leadership and Teamwork

MGT 434 Managing in the Global Economy

Take any Three of the Following Elective Courses:

MGT 401 Intro to Human Resource Management

MGT 480 Internship

MGT 402 Labor Relations

MGT 481 Intro to Environmental Management

MGT 431 Legal Environment of Business

LABOR 240L Work, Environment, & Revolution

MGT 450 Advanced Topics in Managing Organizations

LABOR 275L Work and Education in the US

MGT 469 Entrepreneurship Practicum

LABOR 315 Labor, Community, and Social Justice Organizing

MGT 470 Entrepreneurship

LABOR 330 Race, Class, and Gender at Work

MGT 478 Special Topics in Management

LABOR 345 Labor and Sex Trafficking in a Global Economy

## Sport Business Concentration in the Management Major

The Management (MGT) major is a business program offered by the College of Management (CM) at the University of Massachusetts Boston. The major combines traditional business principles and innovative current topics to prepare students for today's business world. The MGT major consists of a common core of twelve courses, a capstone course, and a concentration of five to seven courses in a particular area of specialization. Students in the Management major must also satisfy a professional development requirement through the Management Achievement Program (MAP).

### Career Paths

The Sport Business concentration is an option for Management majors and prepares students for careers in the sport entertainment world. This program, located in Boston, with the proximity to professional and semi-professional sports teams and corporate headquarters within the industry is uniquely positioned to provide multiple robust learning and networking opportunities for our students.

There are a variety of career paths available, including: Sport Account Management, Sport Agent, Athletic Director and Administration, Sport Event Management, Sport Financing, Sport Marketing Manager, Sport Sales Director, Sport Sponsorship, Sport Public Relations, Coaching and Scouting, Sport Analytics (e.g., player, team, league levels), Trainers and fitness instructors and more.

### Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

### Concentration Courses

Six courses (18 credits) in total are required to complete the Sport Business Concentration

Take Four Required Courses:

AF 405 Sport Finance

MGT 415 Sport Entrepreneurship

MKT 425 Sport Marketing & Sponsorship

MSIS 435 Sport Information & Analytics

Take One of the Following CM Sport Business Elective Courses:

AF 330 Business Law

IT 472 Data Mining for Management Applications

MGT 350 Organizational Events Management

MKT 407 Service Marketing

SCSM 450 Service Operations Management

Take One of the Following College of Education & Human Development Elective Courses:

SL 180 Career Exploration & Development in the Sport Industry

SL 201: Sport in Society

## Supply Chain and Service Management Concentration in the Management Major

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### Career Paths

The Supply Chain and Service Management (SCSM) concentration prepares students for critical jobs prominent in the Massachusetts economy and the global economy. The need for graduates in this area is driven by major changes in the business world.

Students learn how to make businesses do more, do it better, and to do it as efficiently as possible. The hands-on skills and analytical techniques of SCSM turn a vision into a profitable enterprise. In running the operations of large and complex organizations, SCSM graduates negotiate with suppliers, design customer experiences and the systems that deliver them, and keep the business working. Every business needs Supply Chain and Service Management.

A concentration in Supply Chain and Service Management provides key skills in major industries such as financial services, health care, tourism and entertainment, education and high-tech development. These skills form the base for a successful and secure long-term career, from entry level manager growing into senior management as well as opportunities for entrepreneurship.

### Advising Notes

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- Students should plan to take the concentration courses over the course of two years (four semesters) to ensure a wide selection of required and elective courses. Some concentration courses may be offered once a year and are subject to sequencing due to prerequisites, making this time allowance necessary.
- Concentration courses are usually not offered in the summer, so careful planning is critical to staying on track for graduation.
- Students can pursue multiple concentrations. However, no more than two courses from one concentration can be used toward another.
- The prerequisites for these courses are strictly enforced; students should plan their schedule early and carefully.

### Concentration Courses

Five courses (15 credits) in total are required to complete the Supply Chain and Service Management Concentration

Take Two Required Courses:

SCSM 454L Supply Chain Management

SCSM 495 Lean Operations and Process Improvement

Take Three of the Following Elective Courses;

*You must take at least two courses from the following group (all three of your electives can come from this group.):*

SCSM 350 Strategic Operations

SCSM 451 Operational Risk Management

SCSM 450 Service Operations Management

MSIS 480 Internship course

*You may take no more than one concentration elective course from the following group:*

\*AF 325 Theory of Corporate Finance

\*MGT 434 Managing in the Global Economy

\*AF 363 Cost Accounting

\*MKT 310 Data Analysis for Marketing

\*IT 360 Enterprise Software

\*MSIS 425L Project Management

*\*At most, only one of these courses can count toward the SCSM concentration.*