

GENERAL EDUCATION COURSES		HOURS	PREREQUISITES
BUS1000	Career Success Skills	3	
MNG1204	Intro to Business and Management	3	
ETH2222	Business Ethics	3	ENG1099 (Co. Req.)
PHY2100	Conceptual Physics	3	MTH1110
COM1105	Oral Communications	3	
ENG1101	College Composition I	3	ENG1099
ENG2102	College Composition II	3	ENG1101
ECO3210	Microeconomics	3	
SOC1206	Principles of Sociology or	3	ENG1099 (Co. Req.)
PSY1206	Introduction to Psychology	3	ENG1099 (Co. Req.)
MTH1111	Intermediate Algebra	3	MTH1110
MTH2112	College Algebra	3	MTH1111
Program Requirement Total Credit Hours		126	

**Important Notes:** Only courses in which a grade of "C" or higher is earned may be applied toward this Ranken degree. Outside of the technical training, a minimum of 30 credit hours must be earned from Ranken Technical College. \*Required if prior learning experience (PLA) and/or work experience is necessary for credit.

ENTREPRENEURSHIP PROGRAM COURSES		HOURS	PREREQUISITES
<b>Technical Training</b>			
RTC2500	Ranken Technical College Credits	1 to 30	
	<b>or</b>		
TEC2500	Technical Education College Credits	1 to 30	
COM3100	Organizational Communications	3	COM1105
MNG3100	Management & Supervision	3	MNG1204 or MNG1224
PSY3100	Organizational Behavior	3	SOC1206 or PSY1206
ECO3210	Microeconomics	3	
MNG3200	Human Resource Management	3	
MNG3250	Employment Law	3	MNG3200
MTH3113	Statistical Analysis	3	MTH1111 or MTH1100
COM3000	Intercultural Communications	3	COM1105
MNG3300	Managerial Accounting	3	MTH1111
ETH2222	Business Ethics	3	
MNG3350	Principles of Finance	3	MNG3300
MNG4110	Production & Operation Management	3	
MNG4250	Small Business Management	3	
MNG4400	Business Strategy & Implementation	3	
PSY4000	Organizational Psychology	3	SOC1206 or PSY1206
MNG4020	Global Business Strategy	3	
MNG4200	Principles of Marketing	3	
MNG4252	Total Quality Management	3	
MNG4253	Customer Relations Management	3	
ECO3205	Macroeconomics	3	
MNG4251	Negotiation Strategies for Entrepreneurs	3	
MNG4500	Capstone (Entrepreneurship Emphasis)	3	All Core Courses
POL3208	American Government	3	

MANAGEMENT PROGRAM COURSES		HOURS	PREREQUISITES
<b>Technical Training</b>			
RTC2500	Ranken Technical College Credits	1 to 30	
<b>or</b>			
TEC2500	Technical Education College Credits	1 to 30	
COM3100	Organizational Communications	3	COM1105
ECO3210	Microeconomics	3	
MNG3100	Management and Supervision	3	MNG1204 or MNG1224
PSY3100	Organizational Behavior	3	SOC1206 or PSY1206
MNG3200	Human Resource Management	3	
MNG3250	Employment Law	3	MNG3200
MTH3113	Statistical Analysis	3	MTH1111 or MTH1100
COM3000	Intercultural Communications	3	COM1105
ETH2222	Business Ethics	3	
MNG3300	Managerial Accounting	3	MTH1111 or MTH1100
MNG3350	Principles of Finance	3	MNG3300
MNG4110	Production and Operation Management	3	
MNG4115	Lean Six Sigma	3	
PSY4000	Organizational Psychology	3	SOC1206 or PSY1206
MNG4020	Global Business Strategy	3	
MNG4200	Principles of Marketing	3	
MNG4250	Small Business Management	3	
MNG4400	Business Strategy and Implementation	3	
ECO3205	Macroeconomics	3	
MNG4150	Project Management	3	
MNG4300	Management of Information Systems	3	
MNG4500	Capstone (Management Emphasis)	3	All Core Courses
POL3208	American Government	3	

MIS PROGRAM COURSES		HOURS	PREREQUISITE
<b>Technical Training</b>			
RTC2500	Ranken Technical College Credits	1 to 30	
<b>or</b>			
TEC2500	Technical Education College Credits	1 to 30	
COM3100	Organizational Communications	3	COM1105
MNG4300	Management of Information Systems	3	
MNG3100	Management and Supervision	3	MNG1204 or MNG1224
PSY3100	Organizational Behavior	3	SOC1206 or PSY1206
MNG3200	Human Resource Management	3	
MNG3250	Employment Law	3	MNG3200
ETH2222	Business Ethics	3	
MTH3113	Statistical Analysis	3	MTH1111 or MTH1100
MNG4200	Principles of Marketing	3	
MNG3300	Managerial Accounting	3	MTH1111 or MTH1100
COM3000	Intercultural Communications	3	COM1105
MNG3350	Principles of Finance	3	MNG3300
ECO3210	Microeconomics	3	
MNG4150	Project Management	3	
PSY4000	Organizational Psychology	3	SOC1206 or PSY1206
MNG4020	Global Business Strategy	3	
MNG4230	Modern System Analysis and Design	3	
MNG4231	Business Networks and Telecommunications	3	
MNG4232	Modern Database Management	3	
ECO3205	Macroeconomics	3	
MNG4320	Enterprise Resource Planning (ERP)	3	
MNG4500	Capstone (IT Emphasis)	3	All Core Courses
POL3208	American Government	3	

SUPPLY CHAIN MANAGEMENT PROGRAM COURSES		HOURS	PREREQUISITE
<b>Technical Training</b>			
RTC2500	Ranken Technical College Credits	1 to 30	
<b>or</b>			
TEC2500	Technical Education College Credits	1 to 30	
MNG3100	Management and Supervision	3	MNG1204 or MNG1224
MNG3200	Human Resources Management	3	
MNG3250	Employment Law	3	MNG3200
MNG3300	Managerial Accounting	3	MTH1111 or MTH1100
MNG3350	Principles of Finance	3	MNG3300
MNG4110	Production and Operation Management	3	
MNG4020	Global Business Strategy	3	
MNG3001	Integrated Supply Chain Management	3	
MNG3002	Inventory Management	3	
MNG3003	Manufacturing and Service Operations	3	
MNG3004	Customer Service and Order Fulfillment	3	
MNG3005	Transportation Management	3	
MNG3006	Warehousing Management	3	
COM3000	Intercultural Communications	3	COM1105
COM3100	Organizational Communications	3	COM1105
ECO3205	Macroeconomics	3	
ECO3210	Microeconomics	3	
ETH2222	Business Ethics	3	
MTH3113	Statistical Analysis	3	MTH1111 or MTH1100
POL3208	American Government	3	
PSY3100	Organizational Behavior	3	SOC1206 or PSY1206
PSY4000	Organizational Psychology	3	SOC1206 or PSY1206
MNG4500	Small Business Capstone Project	3	MNG3300, MNG3350, MNG4200

## COURSE DESCRIPTIONS

### ETH2222 Business Ethics

This course will apply ethical theory and practice to business management. Exploring ethical systems, cultural difference and similarities; role of individuals, business, and government.  
*Three credit hours*

### MNG3001 Supply Chain Management

Interest in supply chain management, in both the private and public sectors, has soared in recent years. Leading organizations now recognize the immense opportunities that can be leveraged through effective supply chain management, in areas ranging from competitive strategy to market share to shareholder value. To gain these competitive advantages, they need skilled individuals who can design, execute, and manage their supply chains. This course provides a solid foundation of knowledge of supply chain management concepts, components, and principles.

### MNG3002 Inventory Management

Inventory management is a critical component of supply chain management, addressing how much inventory should be carried across the supply chain, where to carry it, and how much safety stock is required to meet the organization's cost and customer service objectives. This course provides an understanding of fundamental concepts of inventory management and the strategic role that inventory plays in the modern supply chain environment.

### MNG3003 Manufacturing and Service Operations

To succeed in manufacturing and service operations, managers need both technical and behavioral skills, and how to apply these skills to transform processes and outputs in a wide variety of operational contexts throughout the supply chain. This course covers the planning, organizing, controlling, directing, motivating and coordinating functions used to produce goods or services. Students will also gain a deep understanding of long-term strategic decisions such as facility location; mid-term tactical decisions such as setting levels of inventory and labor; and short term operational decisions such as job assignments.

### MNG3004 Customer Service and Order Fulfillment

This course brings together authoritative knowledge about all facets of our fulfillment and customer service process management throughout the supply chain. This course also addresses planning, organizing, controlling, and coordinating order fulfillment and service operation activities from initial customer inquiry all the way through post sales service. Students will gain a deep understanding of the crucial processes, which may be the only direct contacts some organizations have with their customers, and can make or break organizational reputations.

### **MNG3005 Transportation Management**

The proper management of transportation processes and issues is critical to fulfilling customer demand, and to the ultimate success of a supply chain. This course focuses on the key principals, strategies, and decisions required for the cost-efficient, effective flow of goods between sellers and buyers.

### **MNG3006 Warehousing Management**

The proper management of warehousing is vital to the fulfillment of customer demand and the ultimate success of a supply chain. This course brings together authoritative knowledge about all facets of warehouse process and operations supply management. This course will cover basic warehousing storage and handling operations, strategic planning, and the effects of warehousing design and service decisions on total logistics costs and customer service.

### **MNG3100 Management and Supervision**

Students study the concepts, terminology, principles, theory and issues in management as it relates to the supervisor in the workplace. Topics are organized around the four traditional functions of management: planning, organizing, leading and controlling. This course describes the evolution of management thought, the use of quantitative techniques to improve decision making and guidance for helping students build their management careers. *Three credit hours*

### **MTH3113 Statistical Analysis**

This course will acquaint students with the mathematical concepts of statistical analysis. The course includes an introduction to the theory and applications of descriptive and inferential statistics including probability, random variables, expected values, probability distribution functions and hypothesis testing. *Three credit hours*

### **MNG3200 Human Resource Management**

Studies the processes and practices pertaining to organization and management of personnel including employee selection, development, motivation and evaluation. Emphasis will be on the management of human resources in service-oriented organizations. *Three credit hours*

### **MNG3250 Employment Law**

Covers the impact of law on the management of human resources in an organization. This course will examine common law protections for the individual worker, including wrongful termination, employee privacy, wage and hour regulation, occupational safety, workers' compensation and employee benefits. *Three credit hours*

### **MNG3300 Managerial Accounting**

Emphasizes the use of accounting information for internal planning and control purposes. This course is intended for managers who will make business decisions using data obtained from the accounting system. The course will cover basic issues involved in using a cost accounting system. *Three credit hours*

### **MNG3350 Principles of Finance**

An introduction to the principles of financial management, this course will emphasize understanding the role of finance within a company. Topics covered include elements of financial planning, valuation, cost of capital investment and depreciation under various conditions. *Three credit hours*

### **MNG4020 Global Business Strategy**

This course covers international business operations and the impact of culture, global relations and management practices on domestic and foreign business organizations. Topics include international trade, investment, economics, culture, multi-cultural corporate management environment and other related topics. *Three credit hours*

### **MNG4110 Production and Operation Management**

This course is designed to provide the student with a holistic overview of Operations Management (integrating manufacturing and services) and lean concepts for improving processes. Major topic areas will include: Operations Management (OM) in today's business environment, process decisions, facility decisions, aggregate planning and inventory decisions, daily operations decisions and lean concepts and quality tools for improving processes. *Three credit hours*

### **MNG 4115 Lean Six Sigma**

Introduces the key concepts of lean thinking, including studying work processes by direct observation of work activities, studying work flow, and examining processes to systematically eliminate wasteful activities. Six Sigma is a structured, data driven methodology for eliminating waste from processes, products, and other business activities while having a positive impact on financial performance. Students learn to attack and solve problems using a systematic method. *Three credit hours*

### **MNG4150 Project Management**

In this course, managers will become skilled in steering a project from inception to completion, while staying within the project budget. *Three credit hours*

### **MNG4200 Principles of Marketing**

Introduces key concepts, methods of analysis, strategies and tactics which are critical to managing profitable customer relationships in today's domestic and foreign marketplaces. The course includes a study of product quality and branding, pricing, distribution and promotion. *Three credit hours*

### **MNG4230 Modern System Analysis and Design**

This course presents a clear introduction to systems analysis and design. Examples and cases are drawn from actual systems projects, enabling students to learn in the context of solving real-world problems. *Three credit hours*

### **MNG4231 Business Data Networks and Telecommunications**

Covers fundamental business data communication concepts, beginning with an overview of the companies and government agencies involved in the field, the effects of communications on today's society, types of networks and security, the importance of wireless technologies, e-business applications and the increased speed in communication services. *Three credit hours*

**MNG4232 Modern Database Management (MIS Emphasis)**

This course begins by explaining why databases are used, how they improve on alternatives such as spreadsheets, what their components are and how they are developed. Next, it introduces the relational model and defines basic relational terminology. It contains a thoroughly revamped discussion of normalization, including a new four-step process that makes it far easier to understand and perform. This course is introducing statements for data definition and modification, as well as SQL SELECT statements. Next, it turns to database design and management, including the entity-relationship (E-R) model and basic data modeling. *Three credit hours*

**MNG4250 Small Business Management**

Reviews the considerations faced by individuals planning to establish and manage a small business venture. Includes business planning, legal forms of ownership, financial planning and resources, tax considerations, insurance issues and basic considerations in operations and control. *Three credit hours*

**MNG4251 Negotiation Strategies for Entrepreneurs**

This course is designed to improve students' skills in all phases of negotiation: understanding prescriptive and descriptive negotiation theory as it applies to dyadic and multiparty negotiations, to buyer-seller transactions and the resolution of disputes, to the development of negotiation strategy and to the management of integrative and distributive aspects of the negotiation process. The course is based on a series of simulated negotiations in a variety of contexts including one-on-one, multi-party, cross-cultural, third-party, and team negotiations. *Three credit hours*

**MNG4252 Total Quality Management**

Students will develop an understanding of total quality management principles, frameworks, tools, and techniques for effective real-life applications in both manufacturing and the service industry. Students will develop and implement a TQM systems, create business strategies that are driven by TQM, use TQM tools for data analysis, and create strategy to implement TQM practices in the workplace for savings on the input cost of an organization. *Three credit hours*

**MNG4253 Customer Relations Management**

The aim of this course is to introduce the different facets of customer service and to identify who the company's customers really are. This course will also analyze key components of CRM and explain how it is integrated within an organization. Students will develop an understanding of the terms and benefits of service standards and their impact on the customer experience and bottom line. Students will identify how CRM creates value for companies and customers, and what developmental roles have the greatest value on CRM. *Three credit hours*

**MNG4300 Management Information Systems**

Provides students with the necessary knowledge and skills to make sound business decisions relating to information systems and to work with management to resolve problems in this area. Topics include how to develop and implement an information systems strategy. *Three credit hours*

**MNG4320 Enterprise Resource Planning (ERP)**

This course covers the opportunities for increased productivity by bringing a company's many different systems together into one large integrated system. This complete introduction to the world of ERP provides the necessary background for success in today's marketplace. *Three credit hours*

**MNG4400 Business Strategy and Implementation**

The purpose of this course is to introduce the strategy diamond and the five elements framework and present the three major themes: the dynamic nature of firms and industries, strategy formulation and implementation and strategic leadership. This course focuses on how firms formulate, implement and evaluate strategies. Strategic-management concepts and techniques are studied. *Three credit hours*

**MNG4500 Capstone Course**

This project-based course focuses on bringing the management skills together from finance, accounting, human resources, business strategy, communications, marketing, employment law, and more. Students will demonstrate their knowledge of formulating strategies and evaluating decisions necessary to be competent managers and supervisors. *Three credit hours*