

# MANAGEMENT AND ENTREPRENEURSHIP

## Degree: B.S., Business Administration

College of Business (<https://business.umw.edu/about-the-college/>)

The Management and Entrepreneurship major equips students with a comprehensive understanding and competency in management functions, coupled with vital entrepreneurial mindset and skills crucial for fostering innovation. This major cultivates strategic thinkers capable of leading people and organizations and offering creative solutions for both new ventures and established organizations to thrive in today's fast-paced, dynamic world of business.

## Student Learning Outcomes

1. Students will demonstrate a working knowledge of accounting concepts.
2. Students will demonstrate a working knowledge of finance concepts.
3. Students will demonstrate a working knowledge of information systems concepts.
4. Students will demonstrate a working knowledge of management concepts.
5. Students will demonstrate a working knowledge of marketing concepts.
6. Students will understand global issues in business.
7. Students will understand ethical issues in business.
8. Students will think critically in solving complex business problems.
9. Students will effectively articulate business knowledge in oral communication.
10. Students will effectively articulate business knowledge in written communication.
11. Students will effectively apply research methods knowledge through defining research problem, formulating hypothesis, and data analysis.

To be admitted to the College of Business, students must have earned a cumulative grade point average of 2.0 or better after completing at least 27 college credits and a grade of C or higher in ACCT 102 Principles of Accounting II, and have met the criteria for major declaration (<https://catalog.umw.edu/undergraduate/academic-policies/major-minor-declaration/>) set forth in the Academic Catalog.

The major in Business Administration is a Bachelor of Science degree. Business majors should note the degree requirements for B.S. degrees, found here (<https://catalog.umw.edu/undergraduate/undergraduate-degrees/ba-bs-degree/>).

Additional important information is contained in the description of B.A./B.S./B.S.Ed. General Education Requirements (<https://catalog.umw.edu/undergraduate/general-education/requirements-bachelor-arts-bachelor-science-degrees/>).

Please also note that the section of this *Catalog* outlining "University Academic Policies and Procedures" applies to students in the College of

Business. Students with questions about general academic requirements should consult this part of the *Catalog* for guidance. All of the "Academic Resources" described in an earlier section of this *Catalog* are available as needed to students in the College of Business.

## Major Requirements

### Required Prerequisites

Code	Title	Credits
BLAW 201	Legal Environment of Business <sup>1</sup>	3
STAT 180	Introduction to Statistics <sup>1</sup>	3
ECON 201B	Principles of Macroeconomics	3
ECON 202B	Principles of Microeconomics	3
<b>Total Credits</b>		<b>12</b>

<sup>1</sup> Or its equivalent (ECON 361A Introductory Econometrics or PSYC 261A Introductory Statistics for Psychology)

### Common Core

The Management and Entrepreneurship Major is offered within the College of Business leading to the Bachelor's of Science degree in Business Administration. All business majors are multi-disciplinary degrees that require students master concepts from across the business disciplines: Accounting, Business Administration, Business Law, Decision Sciences, Finance, Management, Management and Information Systems, and Marketing. All majors share a common core of 30 hours of business classes. This common core consists of:

Code	Title	Credits
<b>Lower-Division Requirements</b>		
ACCT 101 & ACCT 102	Principles of Accounting I and Principles of Accounting II	6
MIST 201	Management Information Systems and Applications	3
<b>Upper-Division Requirements</b>		
BUAD 350	Business Communication	3
DSCI 352	Analytics I: Predictive Models	3
DSCI 353	Analytics II: Optimization Models	3
FINC 301	Principles of Finance	3
MGMT 301	Principles of Management	3
MGMT 490	Strategic Management	3
MKTG 301	Principles of Marketing	3
<b>Total Credits</b>		<b>30</b>

### Upper Level Electives

Student must then complete an additional eighteen (18) credits of classes to earn a Bachelor of Science degree in Business Administration. Students may major in Business Administration, Accounting, International Business, Management and Entrepreneurship, or Marketing. Upon completion of the program, student transcripts shall state their degree (Bachelor of Science in Business Administration) and their major.

Code	Title	Credits
MGMT 302	Foundations of Entrepreneurship	3
MGMT 345	Organizational Behavior	3
MGMT 347	Organizational Development and Change	3
MGMT 421	Entrepreneurial Venture Creation	3

Select 6 credits of the following:

6 Kimberley L. Kinsley  
Smita Jain Oxford

Any additional upper-level College of Business electives

**Total Credits**

**18**

### Instructors

Durgesh Pattanayak  
Christopher H. Willis

## General Education Requirements

The general education requirements for Bachelor of Arts/Bachelor of Science degrees (<https://catalog.umw.edu/undergraduate/general-education/requirements-bachelor-arts-bachelor-science-degrees/>) apply to all students who are seeking to earn an undergraduate B.A., B.S. or B.S.Ed. degree.

Students seeking a Bachelor of Liberal Studies degree have a separate set of BLS general education requirements (<https://catalog.umw.edu/undergraduate/general-education/requirements-bachelor-liberal-studies-degrees/>).

## Electives

Elective courses are those that are not needed to fulfill a general education requirement or major program requirement but are chosen by the student to complete the 120 credits required for graduation with a B.A./B.S./B.S.Ed. degree or the BLS degree. These courses may be taken graded or pass/fail (or S/U in the case of physical education and 100-level dance). No student in a regular B.A./B.S./B.S.Ed. program may count more than 60 credits in a single discipline toward the 120 credits required for graduation.

**Total Credits Required for the Degree:** 120 credits

## Plan of Study

*For a suggested plan of study for the Management and Entrepreneurship major, please contact the College of Business directly.*

## College of Business Faculty

Filiz Tabak, *Dean for Faculty*

### Faculty

#### Professors

Christopher J. Garcia  
Lance C. Gentry  
David L. Henderson, III  
Kenneth D. Machande  
Mukesh Srivastava  
Xiaofeng Zhao

#### Associate Professors

Wei Chen  
Kanchan Deosthali  
Alexandra M. Dunn  
Rachel L. Graefe-Anderson  
Kashef A. Majid  
John S. Marsh  
Sayan Sarkar

#### Assistant Professors

Samira Fallah  
Siang-Ru [Lulu] Huang  
Tsunghsuan Yang

#### Senior Lecturers

John D. Burrow