MANAGEMENT, B.S. (CAPITAL)

Begin Campus: Any Penn State Campus
End Campus: Harrisburg

Program Description
This major provides students with the knowledge and skills managers need in today’s dynamic business environments. Core management courses provide a general overview of key management competencies including effective leadership, team building, managing and motivating human resources, facilitating organizational change and learning, and fostering and applying organizational knowledge for competitive advantage. Students complement this general management foundation with a human resource management, entrepreneurship, or individualized concentration.

Human Resource Management Concentration
This concentration prepares students for a career in human resource management by developing skills and competencies in managing diversity and equal opportunity, ethical and fair treatment of employees, human resource planning and staffing, employee training and development, compensation and benefits, performance management, labor relations, and protecting employee safety and health. Students completing this concentration would be prepared to demonstrate their knowledge of the core principles of human resource practices and the application of those principles for potential certification as a Professional in Human Resources (PHR), Senior Professional in Human Resources (SPHR), or Global Professional in Human Resources (GPHR).

Entrepreneurship Concentration
The Entrepreneurship concentration is designed to introduce undergraduate students to the process of new venture development. Topics covered in the concentration include business plan development, the nature of management in small business, and the role of creativity and innovation in the entrepreneurial process. Opportunities are provided for student participation in the development of an actual new business venture.

Individualized Concentration
The Individualized concentration is designed to provide students with a customized specialization that enables them to develop their own concentration in a management field of their choice. It allows flexibility in developing student knowledge and competencies in accordance with their personal, professional, and career interests.

What is Management?
Organizations need leaders—people who can effectively manage organizations and the people in them, as well as develop and implement strategies that will lead to success. Gain the knowledge and skills managers need to deal with contemporary challenges including leading and motivating people, decision making, developing strategies for competing in the global economy, balancing the interests of multiple stakeholders in complex, legal, political, and ethical environments, and leading change.

You Might Like This Program If...
- You have an aptitude for leadership or team-building.
- You have strong communication and motivation skills.

- You enjoy working with people.
- You want a career in business or human resources.

Entrance to Major
Entry to the Management major requires the completion of 8 entry-to-major courses: ACCTG 211, ECON 102, ENGL 15 or ENGL 30H, FIN 301, MATH 110 or MATH 140, MGMT 301*, MKTG 301, SCM 200 or STAT 200; and a 2.00 or higher cumulative grade-point average.

Additional information about this major is available in the office of the Director of Undergraduate Studies, School of Business Administration at Penn State Harrisburg.

* requires a grade of C or better

Degree Requirements
For the Bachelor of Science degree in Management, a minimum of 120 credits is required:

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Education</td>
<td>45</td>
</tr>
<tr>
<td>Electives (non-business courses)</td>
<td>8</td>
</tr>
<tr>
<td>Requirements for the Major</td>
<td>79</td>
</tr>
</tbody>
</table>

12 of the 45 credits for General Education are included in the Requirements for the Major. This includes: 3 credits of GWS courses; 3 credits of GS courses; 6 credits of GQ courses.

Consistent with Senate policy, at least 24 credits of course work in the major and the capstone course must be completed at the Capital College to earn the degree.

Requirements for the Major
To graduate, a student enrolled in the major must earn a grade of C or better in each course designated by the major as a C-required course, as specified by Senate Policy 82-44 (http://senate.psu.edu/policies-and-rules-for-undergraduate-students/82-00-and-83-00-degree-requirements/#82-44).

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 211</td>
<td>Financial and Managerial Accounting for Decision Making</td>
<td>4</td>
</tr>
<tr>
<td>BA 364Y</td>
<td>International Business and Society</td>
<td>3</td>
</tr>
<tr>
<td>ECON 102</td>
<td>Introductory Microeconomic Analysis and Policy</td>
<td>3</td>
</tr>
<tr>
<td>ECON 104</td>
<td>Introductory Macroeconomic Analysis and Policy</td>
<td>3</td>
</tr>
<tr>
<td>ENGL 202D</td>
<td>Effective Writing: Business Writing</td>
<td>3</td>
</tr>
<tr>
<td>FIN 301</td>
<td>Corporation Finance</td>
<td>3</td>
</tr>
<tr>
<td>MIS 204</td>
<td>Introduction to Management Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MIS 390</td>
<td>Information Systems Management and Applications</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 301</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>SCM 301</td>
<td>Supply Chain Management</td>
<td>3</td>
</tr>
<tr>
<td>BA 462</td>
<td>Business Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 301</td>
<td>Basic Management Concepts</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 341</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
</tbody>
</table>
Management, B.S. (Capital)

Knowledge Domains

Foundations (grade of C or better is required.)
- Quantification (GQ): 6 credits
- Writing and Speaking (GWS): 9 credits

Knowledge Domains
- Arts (GA): 6 credits
- Health and Wellness (GHW): 3 credits
- Humanities (GH): 6 credits

Integrative Studies (may also complete a Knowledge Domain requirement)
- Inter-Domain or Approved Linked Courses: 6 credits

University Degree Requirements

First Year Engagement
All students enrolled in a college or the Division of Undergraduate Studies at University Park, and the World Campus are required to take 1 to 3 credits of the First-Year Seminar, as specified by their college First-Year Engagement Plan.

Other Penn State colleges and campuses may require the First-Year Seminar, colleges and campuses that do not require a First-Year Seminar provide students with a first-year engagement experience.

First-year baccalaureate students entering Penn State should consult their academic adviser for these requirements.

Cultures Requirement
6 credits are required and may satisfy other requirements
- United States Cultures: 3 credits
- International Cultures: 3 credits

Writing Across the Curriculum
3 credits required from the college of graduation and likely prescribed as part of major requirements.

Total Minimum Credits
A minimum of 120 degree credits must be earned for a baccalaureate degree. The requirements for some programs may exceed 120 credits. Students should consult with their college or department adviser for information on specific credit requirements.

Quality of Work
Candidates must complete the degree requirements for their major and earn at least a 2.00 grade-point average for all courses completed within their degree program.

Limitations on Source and Time for Credit Acquisition
The college dean or campus chancellor and program faculty may require up to 24 credits of course work in the major to be taken at the location or in the college or program where the degree is earned. Credit used toward degree programs may need to be earned from a particular source or within time constraints (see Senate Policy 83-80 (http://senate.psu.edu/policies-and-rules-for-undergraduate-students/82-00-and-83-00-degree-requirements/#83-80)). For more information, check the Suggested Academic Plan for your intended program.

Integrated B.S. in Management and M.B.A. in Business Administration
Requirements for the Integrated B.S. in Management and M.B.A. in Business Administration can be found in the Graduate Bulletin (https://bulletins.psu.edu/graduate/programs/majors/business-administration-capital/).

Learning Outcomes
Student graduates of our baccalaureate degree programs should be:
1. Effective communicators.
   a. Present verbally, thoughts and ideas in a way that can be clearly
      understood by a target audience.
   b. Convey ideas in a clear, coherent manner in written
      communication.
2. Ethical and socially responsible.
   a. Be competent in analyzing social and ethical decision making
      issues in organizations.
3. Critical thinkers.
   a. Be able to think and identify multiple dimensions of company
      issues and performances and make an assessment of company
      performances in achieving financial and strategic objectives,
      tracking their achievements, and giving management of
      companies a more complete and balanced view of how the
      organization is performing.
4. Competent in the Management Discipline through knowledge of:
   a. Leadership and Team Building.
      i. Demonstrate skills and knowledge necessary to become
         effective leaders in organizations, including leadership styles,
         styles of influence, persuasion, and negotiation.
      ii. Demonstrate skills and knowledge necessary to work
          effectively with others in team settings, including team
          building techniques, team performance management, and
          conflict management.
   b. Human Resources Management.
      i. Demonstrate skills and knowledge necessary to plan
         and implement human resources management functions
         including staffing, development, appraisal, and rewarding.
      ii. Learning skills and knowledge of recruiting, training and
          developing human capital for organizations.
   c. Negotiation and Conflict Management.
      i. Recognize and describe the critical concepts in negotiation
         and conflict management.
      ii. Develop the ability to negotiate effectively.

Academic Advising

The objectives of the university’s academic advising program are to help
advisees identify and achieve their academic goals, to promote their
intellectual discovery, and to encourage students to take advantage of
both in-and out-of-class educational opportunities in order that they
become self-directed learners and decision makers.

Both advisers and advisees share responsibility for making the advising
relationship succeed. By encouraging their advisee to become engaged
in their education, to meet their educational goals, and to develop the
habit of learning, advisers assume a significant educational role. The
advisee’s unit of enrollment will provide each advisee with a primary
academic adviser, the information needed to plan the chosen program of
study, and referrals to other specialized resources.

READ SENATE POLICY 32-00: ADVISING POLICY (https://senate.psu.edu/
policies-and-rules-for-undergraduate-students/32-00-advising-policy/)

Suggested Academic Plan

The suggested academic plan(s) listed on this page are the plan(s) that are
in effect during the 2022-23 academic year. To access previous
years’ suggested academic plans, please visit the archive (https://bulletins.psu.edu/undergraduate/archive/) to view the appropriate
Undergraduate Bulletin edition (Note: the archive only contains suggested academic plans beginning with the 2018-19 edition of the Undergraduate
Bulletin).

Management, B.S. at Harrisburg Campus

The course series listed below provides only one of the many possible
ways to move through this curriculum. The University may make changes
in policies, procedures, educational offerings, and requirements at any
time. This plan should be used in conjunction with your degree audit
(accessible in LionPATH as either an Academic Requirements or What If
report). Please consult with a Penn State academic adviser on a regular
basis to develop and refine an academic plan that is appropriate for you.

First Year

<table>
<thead>
<tr>
<th>Fall</th>
<th>Credits</th>
<th>Spring</th>
<th>Credits</th>
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<tr>
<td>ENGL 15 or 30H*</td>
<td>3</td>
<td>CAS 100†</td>
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<tr>
<td>MATH 110 or 14H†</td>
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<td>STAT 200 or SCM 200*</td>
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<tr>
<td>General Education Course</td>
<td>3</td>
<td>MGMT 301*</td>
<td>3</td>
</tr>
<tr>
<td>ECON 102*</td>
<td>3</td>
<td>General Education Course</td>
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Second Year

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<th>Fall</th>
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<th>Spring</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCTG 211*</td>
<td>4</td>
<td>FIN 301*</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 301*</td>
<td>3</td>
<td>MIS 204</td>
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<td>General Education Course</td>
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<td>ENGL 202D‡</td>
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Third Year

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<th>Fall</th>
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<th>Spring</th>
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<tbody>
<tr>
<td>BA 241</td>
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<td>MGMT 420*</td>
<td>3</td>
</tr>
<tr>
<td>BA 242</td>
<td>2</td>
<td>MGMT 433*</td>
<td>3</td>
</tr>
<tr>
<td>ECON 104</td>
<td>3</td>
<td>MIS 390</td>
<td>3</td>
</tr>
<tr>
<td>SCM 301</td>
<td>3</td>
<td>Human Resources Concentration or Entrepreneurship Concentration or Individualized Concentration*</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 341*</td>
<td>3</td>
<td>Non-Business Elective</td>
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</tr>
<tr>
<td>General Education Course</td>
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Fourth Year

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<th>Fall</th>
<th>Credits</th>
<th>Spring</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 364Y</td>
<td>3</td>
<td>BA 462*</td>
<td>3</td>
</tr>
</tbody>
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Harrisburg

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Program Coordinator
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dam9@psu.edu
Human Resources Concentration or Entrepreneurship Concentration or Individualized Concentration*  
3 300-400 level credits in MGMT*  
3

200-400 level Business courses in consultation with adviser  
6 200-400 level Business courses in consultation with adviser  
6

Non-Business Elective  
2 Non-Business Elective  
3

Total Credits 120

* Course requires a grade of C or better for the major
‡ Course requires a grade of C or better for General Education
# Course is an Entrance to Major requirement
† Course satisfies General Education and degree requirement

University Requirements and General Education Notes:

US and IL are abbreviations used to designate courses that satisfy University Requirements (United States and International Cultures).

W, M, X, and Y are the suffixes at the end of a course number used to designate courses that satisfy University Writing Across the Curriculum requirement.

GWS, GQ, GHW, GN, GA, GH, and GS are abbreviations used to identify General Education program courses. General Education includes Foundations (GWS and GQ) and Knowledge Domains (GHW, GN, GA, GH, GS, and Integrative Studies). Foundations courses (GWS and GQ) require a grade of ‘C’ or better.

Integrative Studies courses are required for the General Education program. N is the suffix at the end of a course number used to designate an Inter-Domain course and Z is the suffix at the end of a course number used to designate a Linked course.

Advising Notes

- Courses required for the major must be generally taken within 10 years of entrance to major.
- MGMT 495 - Internship satisfies a business support requirement. For more information, contact the Management Program Coordinator.
- Students must complete a 3-credit course in "United States Cultures (US)" and a 3-credit course in "International Cultures (IL)" B A 364 (US/IL) may be used to meet either the IL or US requirement, but may be used to fulfill only 3 of the 6 credit requirement.
- 30 credits of GA, GH, GHW, GN, and GS to include 6 Integrative Studies credits.
- 15 credits of GQ and GWS require a grade of "C" or better.

Career Paths

The Human Resources Management concentration prepares students for a career in human resource management by developing skills and competencies including managing diversity and equal opportunity, ethical and fair treatment of employees, planning and staffing, training and development, compensation and benefits, performance management, and protecting employee safety and health. The Entrepreneurship concentration introduces undergraduate students to the process of new venture development. Topics include business plan development, the nature of management in small business, and the role of creativity and innovation in the entrepreneurial process. Opportunities are provided for student participation in the development of an actual new business venture.

Opportunities for Graduate Studies

The School of Business Administration offers a limited number of academically superior Bachelor of Science in Management candidates the opportunity to enroll in an integrated, continuous program of study leading to both the Bachelor of Science in Management and the Master of Business Administration.

Accreditation

The B.S. in Management offered by the School of Business Administration at Penn State Harrisburg, the Capital College, is accredited by AACSB International – The Association to Advance Collegiate Schools of Business. AACSB’s mission is to foster engagement, accelerate innovation, and amplify impact in business education. Synonymous with the highest standards of excellence since 1916, AACSB provides quality assurance, business education intelligence, and professional development services to over 1,600 member organizations and more than 800 accredited business schools worldwide. AACSB International (AACSB) connects educators, students, and business to achieve a common goal: to create the next generation of great leaders.

Contact

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