

STATE UNIVERSITY OF NEW YORK
COLLEGE OF TECHNOLOGY
CANTON, NEW YORK



MASTER SYLLABUS

BSAD 301 – PRINCIPLES OF MANAGEMENT

For available course numbers, contact the Registrar's Office at registrar@canton.edu

CIP Code: 52.0201

For assistance determining CIP Code, please refer to this webpage
<https://nces.ed.gov/ipeds/cipcode/browse.aspx?v=55>
or reach out to Sarah Todd at todds@canton.edu

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Updated by: Nicholas C Kocher (clerical update)

**SCHOOL OF BUSINESS & LIBERAL ARTS
BUSINESS DEPARTMENT
FALL 2024**

A. TITLE: Principles of Management

B. COURSE NUMBER: BSAD 301

C. CREDIT HOURS (Hours of Lecture, Laboratory, Recitation, Tutorial, Activity):

# Credit Hours per Week	3
# Lecture Hours per Week	3
# Lab Hours per Week	
Other per Week	

D. WRITING INTENSIVE COURSE:

Yes	
No	x

E. GER CATEGORY:

Does course satisfy a GER category(ies)? If so, please select all that apply.

[1-2] Communication	
[3] Diversity: Equity, Inclusion & Social Justice	
[4] Mathematics & Quantitative Reasoning	
[5] Natural Science & Scientific Reasoning	
[6] Humanities	
[7] Social Sciences	
[8] Arts	
[9] US History & Civic Engagement	
[10] World History & Global Awareness	
[11] World Languages	

F. SEMESTER(S) OFFERED:

Fall	
Spring	
Fall and Spring	x

G. COURSE DESCRIPTION:

This course applies key management concepts to all organizations; domestic and international, profit and non-profit, manufacturing and service, brick and mortar and virtual. It provides direction to the management philosophy, realities and imperatives for efficient and effective decision making, planning, organizing, leading, and controlling used for superior organizational performance. It equips students with skills and tools needed to contend the challenges encountered in domestic and/or global environment of the 21st century and the implication for IT. It allows students to transfer this knowledge to practice.

H. PRE-REQUISITES: Introduction to Business (BSAD 100) or Introduction to Health Services Management (HSMB 101) or Introduction to EADM (EADM 201) or Business Law I (BSAD 201) or Business Communication (BSAD 200) and minimum 30 credit hours.
CO-REQUISITES: None

I. STUDENT LEARNING OUTCOMES:

Course Student Learning Outcome [SLO]	Program Student Learning Outcome [PSLO]	GER	ISLO & Subsets
a. Explain the procedures of planning with critical operational implication	1.1 Analyze quantitative and qualitative information to compare and contrast alternatives to reach a defensible solution. 1.2 Demonstrate the ability to identify and evaluate relevant information for decision-making.		2 - PS
b. Employ managerial tools for sound decisions making and enterprise strategy	1.1 Analyze quantitative and qualitative information to compare and contrast alternatives to reach a defensible solution. 1.2 Demonstrate the ability to identify and evaluate relevant information for decision-making.		2 - PS 5
c. Explain motivational theories and the link to performance.	7.2 Explain the skills necessary to influence, inspire, and motivate individuals and		1 – W

	groups to achieve results		
d. Differentiate and achieve diversity in preference to affirmative action.	6.2 Apply fundamentals principles of tort, contract, agency, intellectual property, and employment law in analyzing business decisions		2 - IA
e. 5. Identify key leadership theories appropriate to various situations and effective work force.	1.2 Demonstrate the ability to identify and evaluate relevant information for decision-making. 7.2 Explain the skills necessary to influence, inspire, and motivate individuals and groups to achieve results		2 – IA 5

KEY	<u>Institutional Student Learning Outcomes</u> <u>[ISLO 1 – 5]</u>
ISLO #	ISLO & Subsets
1	Communication Skills Oral [O], Written [W]
2	Critical Thinking <i>Critical Analysis [CA], Inquiry & Analysis [IA], Problem Solving [PS]</i>
3	Foundational Skills <i>Information Management [IM], Quantitative Lit, /Reasoning [QTR]</i>
4	Social Responsibility <i>Ethical Reasoning [ER], Global Learning [GL], Intercultural Knowledge [IK], Teamwork [T]</i>
5	Industry, Professional, Discipline Specific Knowledge and Skills

J. APPLIED LEARNING COMPONENT:

Yes	
No	x

If yes, select [X] one or more of the following categories:

Classroom / Lab		Community Service	
Internship		Civic Engagement	
Clinical Practicum		Creative Works/Senior Project	
Practicum		Research	
Service Learning		Entrepreneurship [program, class, project]	

K. TEXTS: Capsim Management Simulations Inc. (2014). *Foundation: Capsim Management Simulation-Guide (12th ed.)*. Capsim Management Simulations. ISBN 9781933681351.

L. REFERENCES: None

M. EQUIPMENT: Technology Enhanced Classroom

N. GRADING METHOD: A - F

O. SUGGESTED MEASUREMENT CRITERIA/METHODS:

- Exams
- Quizzes
- Projects
- Assignments
- Participation

P. DETAILED COURSE OUTLINE:

- I. Week 1 Welcome & Introductions Management Overview
- II. Week 2 History of Management
- III. Week 3 Evolving Organizational Cultures
- IV. Week 4 Management & Social Responsibility
- V. Week 5 Planning and Decision Making
- VI. Week 6 Organizational Strategy
- VII. Week 7 Innovation and Change
- VIII. Week 8 Designing Adaptive Organizations
- IX. Week 9 Human Resources
- X. Week 10 Managing a Diverse Work Force
- XI. Week 11 Motivation
- XII. Week 12 Leadership & Communication
- XIII. Week 13 Communication
- XIV. Week 14 Control
- XV. Week 15 FINAL EXAM

Q. LABORATORY OUTLINE: None