

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



## MASTER SYLLABUS

### BSAD 420 – APPLIED ORGANIZATIONAL MANAGEMENT

For available course numbers, contact the Registrar's Office at [registrar@canton.edu](mailto:registrar@canton.edu)

#### **CIP Code: 52.1003**

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](mailto: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: Applied Organizational Management

B. COURSE NUMBER: BSAD 420

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

# Credit Hours per Week	<b>3</b>
# Lecture Hours per Week	<b>3</b>
# 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	x
Fall and Spring	

G. COURSE DESCRIPTION:

This course emphasizes individuals' and groups' behavior in organizations. The rationale for the existence of organizations is discussed with the strategic objectives of improving productivity, performance, effectiveness, and efficiency to accomplish goals. Theories of human behavior in organizations will be examined. Additional topics covered will include group development, group decision making and problem solving, leadership roles, power and politics within organizations. Other important areas of analysis will be the norms and values of groups, group power, influence, coalition formation and organizational culture.

H. PRE-REQUISITES: BSAD 100 and Junior level status  
CO-REQUISITES: None

I. STUDENT LEARNING OUTCOMES:

Course Student Learning Outcome [SLO]	Program Student Learning Outcome [PSLO]	GER	ISLO & Subsets
a. Analyze the major dimensions and challenges of human behaviors in organizations.	1.1 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 – CA
b. Explain personality, perception, and behavioral dimensions that influence individual decision-making.	5.1 Explain the implications of multicultural issues related to specific business scenarios		2 – CA
c. Discuss theories that impact behavior and motivation at work.	2.1 Express ideas clearly, logically, and persuasively in both oral and written formats		1 – W
d. Argue contemporary organizational issues of work stress, and well-being.			2 – CA
e. Differentiate the positive and negative aspects of team membership, corporate organizational cultures and citizenship.	7.3 Analyze quantitative and qualitative information to compare and contrast alternatives to reach a defensible solution.		3 - QTR

KEY	<u>Institutional Student Learning Outcomes</u> <u>[ISLO 1 – 5]</u>
ISLO #	ISLO & Subsets

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

J. APPLIED LEARNING COMPONENT:

Yes	x
No	

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

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

K. TEXTS: Nelson D. L., & Quick, J.C. (2012). ORGB 5 (With Review Cards and Bind-In Print Access Card). Mason, OH: South-Western Cengage Learning. ISBN 13: 978-1-305-66391-6

L. REFERENCES: None

M. EQUIPMENT: Technology Enhanced Classroom

N. GRADING METHOD: A - F

O. SUGGESTED MEASUREMENT CRITERIA/METHODS:

- Exams
- Quizzes
- Papers
- Assignments
- Participation

P. DETAILED COURSE OUTLINE:

**Class Schedule:**

Class Schedule: Week	Topic	Please read Ch.	Practice with free online tools No Submission Required
1	Organizational Behavior and Challenges Introductions Discussion Forum 1 Quiz 1 (on Chapters One and Two)	1 and 2	Go to: <a href="http://www.cengagebrain.com">www.cengagebrain.com</a> and create an account with the access code packaged with the <i>ORGB5</i> textbook Use for MP3 chapter summaries, practice quizzes, videos, online games etc.
2	Personality, Attitudes, and Ethics Discussion Forum 2 Quiz 2 (on Chapters Three and Four)	Chapters 3 and 4	"
3	Motivation, Learning & Performance Management. Discussion Forum 3 Quiz 3 (on Chapters Five and Six)	Chapters 5 and 6	"
4	Stress, Well-Being, at Work. Discussion Forum 4 Quiz 4 (on Chapter Seven)	Chapter 7	"
5	Communication Discussion Forum 5 Quiz 5 (on Chapter Eight)	Chapter 8	"
6	Decision Making by Individuals and Groups Discussion Forum 6 Quiz 6 (on Chapters Nine and Ten) Research Paper 1 Due Sunday	Chapters 9 & 10	"
7	Power & Political Behavior Discussion Forum 7 Quiz 7 (on Chapter Eleven)	Chapter 11	"
SPRING BREAK	March 10 <sup>th</sup> through 18 <sup>th</sup> , 2018		
8	Leadership & Followership Discussion Forum 8 Quiz 8 (on Chapter Twelve)	Chapter 12	"
9	Conflict and Negotiation Discussion Forum 9 Quiz 9 (on Chapter Thirteen)	Chapter 13	"
10	Job Design Discussion Forum 10 Quiz 10 (on Chapter Fourteen)	Chapter 14	"
11	Organizational Design & Structure Discussion Forum 11 Quiz 11 (on Chapter Fifteen)	Chapter 15	"
12	Organizational Culture Discussion Forum 12 Quiz 12 (on Chapter Sixteen)	Chapter 16	"

13	Career Management Discussion Forum 13 Quiz 13 (on Chapter Seventeen)	Chapter 17	"
14	Managing Change Discussion Forum 14 Quiz 14 (on Chapter Eighteen) – Due Friday May 4 <sup>th</sup> . Research Paper Two Due Wednesday.	Chapter 18	"
Final Exam Week	Complete Final Exam (Exam opens Monday May 7 <sup>th</sup> and closes Wednesday night)		

Q. LABORATORY OUTLINE: None