



# BS Management

## Knowledge outcomes:

Upon successful completion of this program students will be able to:

- › Demonstrate in-depth knowledge of management of organizations, organizational behaviour, operations management, the legal environment of business and business policy, as well as basic knowledge in the management of human resources, information systems, small business, finance and marketing;
- › Demonstrate knowledge in business fundamentals including understanding of management science, economics, accounting, computing and information systems, organizational behaviour, business law and ethics;
- › Demonstrate foundational knowledge in science and liberal studies as delivered through the General Education program;
- › Analyze and apply management, leadership, and motivation theories;
- › Explain the effect of international business environmental factors (legal, economic and cultural) on the conduct of global business;
- › Explain the principles and theories of ethical decision-making and their practical implications in the everyday conduct of business; and
- › Pursue postgraduate studies or professional qualifications in the field of management.

## Skills outcomes:

As a result of completing this program, students should have acquired the following skills and values:

- › effective written and oral communication skills;
- › analytical and critical-thinking skills necessary to make sound business and personal decisions;
- › numeric and quantitative skills including data analysis, interpretation and extrapolation;
- › effective use of communication and information technology for business applications
- › leadership skills;
- › effective self-management in terms of time, planning and behavior, motivation, self-starting, individual initiative and enterprise; and
- › self-awareness, openness and sensitivity to a diverse group of people, both in business and from other cultures.

**Start Dates:** October;  
February

**Assessment:** A variety of methods of assessing students progress are used including essays, reports, critical analyses, presentations, online assignments and discussions and proctored and open book examinations.

**Possible Career Options:** Careers in management include managing in various departments within the organization such as human resources and administration.

Our management graduates have pursued careers in sectors such as banking, sales, education and IT. With the appropriate working experience, management graduates can easily assume higher positions in the administration of the organization. It is also possible to start up their small business enterprise.

# BS / MANAGEMENT

General Education - 30 credits		
	COURSE	CREDITS
You must take these four courses = 12 credits		
1	Composition I	3
2	Composition II	3
3	College Algebra (required)	3
4	US History course	3
Select <b>4</b> of the following 7 areas = 12 credits		
1	Natural Science course	3
2	Psychology of Adjustment (required)	3
3	Western Civilization course	3
4	Other World Civilizations	3
5	Humanities course	3
6	Arts course	3
7	Computer Applications I	3
Take <b>2</b> courses from any category = 6 credits		
	Elective general education course	3
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New York College Concentration Prerequisites - 46 credits (plus any concentration relevant electives)		
	COURSE	CREDITS
1	Statistics for Business (prereq. College Algebra)	3
2	Greek Business and Labor Law	4
3	Principles of Marketing	3
4	Principles of Management	3
5	Intro. Microeconomics	3
6	Intro. Macroeconomics	3
7	Financial Accounting	3
8	Managerial Accounting	3
9	Economics of the European Union	3
10	Management Information Systems	3
<b>Advanced level courses to be taken after student has earned 40 credits and taken introductory level prerequisite courses</b>		

11	Money & Banking	4
12	Corporate Finance (prereq. Financial Accounting)	4
13	Organizational Behavior (pre-req. Psyc. of Adj.)	4
14	Operations Management	4
15	Human Resource Management	4
Elective credits (either or both NYC and ESC)		
	COURSE	CREDITS
Recommended Electives		
1	Intro. to Sociology (required for Soc & Econ Dev.)	3
2	Social & Economic Development (pre-req. Intro. Soc.)	3
3	Principles of Advertising	3
Empire State College Concentration Courses - 32 credits		
	COURSE	CREDITS
1	Managerial Leadership	4
2	Ethics for a Global Economy	4
3	Entrepreneurship & Small Business Management	4
4	International Cross Cultural Management	4
5	Global Strategies (final semester)	4
Electives		
	Conflict and Negotiation	4
	Emerging Markets	4
	International Economics	4
	International Political Economy	4
	Marketing & Sales Promotion	4
	Marketing Management	4
	Project Management	4
	Senior Seminar (to be taught by visiting ESC faculty)	4
	Educational Study Tour	4