

THE UNIVERSITY OF NORTH CAROLINA ASHEVILLE
FACULTY SENATE

Senate Document Number SD1223S
Date of Senate Approval 02/02/2023

Statement of Faculty Senate Action:

APC Document 7 (DMA): Delete MGMT 352, 357, 388, 424, 426, and 427

Effective: Fall 2023

1. Delete: On page 230, the entry for **MGMT 352, Applied Research:**

352 Applied Research (4)

Emphasizes the importance of research design and methodology in management decision-making. Provides a foundation for gathering information and making decisions by providing an overview of various research designs and methods. Design of a practical management research project required. Prerequisite: STAT 185 or STAT 225. Pre- or corequisite: MGMT 230. Typically odd years Fall.

2. Delete: On page, the entry for **MGMT 357, Promotion Management:**

357 Promotion Management (4)

Examines the promotional process, focusing on how the five aspects of the promotional mix (advertising, publicity/public relations, personal selling, sales promotions, and social media) are interrelated. Students also examine the promotional effects on both consumers and businesses. Prerequisite: MGMT 250. Typically Spring.

3. Delete: On page 231, the entry for **MGMT 388, Strategies for Leading Change:**

388 Strategies for Leading Change (2)

Examines theoretical change models, explores the experiences of visionary leaders of change, and investigates the various issues in leading a change initiative. Students, as potential leaders of change, will learn problem-solving strategies for transforming ideas into practice. For students interested in social entrepreneurship and leadership in governmental, non-profit, for-profit and community organizations. Prerequisite: sophomore standing. Typically Spring.

4. Delete: On page 231, the entry for **MGMT 424, Seminar in Organizational Power and Politics:**

424 Seminar in Organizational Power and Politics (2)

Examines political behavior within and among organizations in the public, private, and non-profit sectors. Students will explore the varying sources of power in organizational life and how individuals, groups, and organizations use political tactics and strategies to shape agendas and achieve goals. Classical and modern writings on power and politics in society, government, and business, with special attention to leadership, unethical behaviors, and group dynamics are explored. Prerequisites: Junior standing and any 200-level or higher course in ECON, MGMT, POLS, PSYC or SOC. See department chair.

5. **Delete:** On page 232, the entry for **MGMT 426, Strategic Decision Making:**

426 Strategic Decision Making (2)

Focuses on strategic decision-making in situations where individuals must interact with one another. These include both cooperative and competitive scenarios. Topics include bargaining, social dilemmas, resource division, and auctions. Prerequisites: Junior standing and one course from MGMT 380, ECON 103, STAT 185 or STAT 225. Typically even years Spring.

6. **Delete:** On page 232, the entry for **MGMT 427, Systemic Decision Making:**

427 Systemic Decision Making (4)

Systems thinking is espoused by many as an essential skill in today's workplace and as a requirement of a globally engaged citizenry. But how does one think systemically? The course uses an interdisciplinary perspective in understanding and addressing complex situations in a holistic manner, and will help students think about, act on, and observe complex phenomena to make improved decisions in today's complex, interconnected, and global environment. Students from any major are encouraged to enroll in this course. Prerequisite: MGMT 380 or permission of instructor. Typically even years Fall.

Impact Statement: Two of the courses, MGMT 426 and 427, are listed as electives for the Applied Social Science Certificate. Concurrence has been provided by the Director, Lee Anne Mangone. Other electives are available to MGMT students.

Rationale: These courses were added to the curriculum as specialty areas of faculty who are no longer at UNCA. They are not significant to the core curriculum and are not areas that existing faculty are prepared to teach. They have not been offered in many years. Therefore, we seek to remove them from the course catalog to better represent what courses the department currently offers.