**Management**

**Lam Family College of Business**
Interim Dean: Dr. Yim-Yu Wong

**Department of Management**
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Chair: Dr. Tom Thomas
Undergraduate Advisors: Baack, Bonner, Desa, Dunham, Gaglio, Jeong, Joshi, Kleinhert, Lamm, Li, Petkova, Purser, Rabelo, Sharifian, Stewart, Thomas, Trivedi, Walker

**Professor**
MICHAEL ALBERT (1977), Professor of Management; B.A. (1972), State University of New York, Albany; M.B.A. (1974), Ph.D. (1977), Georgia State University.

SALLY BAACK (2000), Professor of Management; B.S. (1993), University of California, Berkeley, and the Georg-August Universitaet, Goettingen, Germany; Ph.D. (2000), University of Southern California.


ERIC LAMM (2007), Professor of Management; B.A. (1995), Brandeis University; M.S. (2005), Boston College; Ph.D. (2007), Boston College.


RONALD E. PURSER (1997), Professor of Management; B.A. (1985), Sonoma State University; Ph.D. (1990), Case Western Reserve University.


**Associate Professor**
GEOFFREY DESA (2008), Associate Professor of Management; B.S. (1999), Georgia Institute of Technology; M.S. (2001), Stanford University; Ph.D. (2008), University of Washington.

CONNIE MARIE GAGLIO (1997), Associate Professor of Management; B.A. (1975), State University of New York, Brockport; Ph.D. (1997), University of Chicago.

**Assistant Professor**
ROBERT L. BONNER (2018), Assistant Professor of Management; B.B.A. (2009), Texas Lutheran University; M.B.A. (2011), Texas Tech University; Ph.D. (2018), University of Texas at San Antonio.


NARA JEONG (2017), Assistant Professor of Management; B.A. (2009), Korea University; M.S. (2012), Korea University; Ph.D. (2017), Washington State University.

MANELY SHARIFIAN (2016), Assistant Professor of Management; B.S. (2001), Amirkabir University of Technology, M.S. (2007), Chalmers University of Technology; Ph.D. (2015), University of Alberta.

OSCAR J. STEWART (2016), Assistant Professor of Management; B.S. (2007), University of Minnesota; Ph.D. (2016), University of North Carolina at Charlotte.


DAYNA WALKER (2018), Assistant Professor of Management; B.A. (2011), University of Southern California; M.A. (2015), Ph.D. (2017), Claremont Graduate University.

**Lecturer**

**Major**
- Bachelor of Science in Business Administration: Concentration in Management (bulletin.sfsu.edu/colleges/business/management/bs-business-administration-concentration-management)

**Minor**
- Minor in Management (bulletin.sfsu.edu/colleges/business/management-minor-management)

**MGMT 405 Introduction to Management and Organizational Behavior**
(Units: 3)

Management and organizational behavior within domestic and international organizations. Functions of planning, organizing, directing, and controlling; managerial process of decision-making and communication; individual motivation and group dynamics within the organizational setting.
MGMT 437 Entrepreneurial Internship (Units: 3)
Prerequisite: Upper-division standing; open to business and non-business majors.
Examination of how entrepreneurial principles play out in the real world. (Plus-minus letter grade, RP grading only) [CSL may be available]

MGMT 567 Internship in Management (Units: 3)
Prerequisites: MGMT 405 with a grade of C- or better; consent of the instructor and department chair; business internship.
Experience in a business field. Individual conferences with the instructor. A major report is required. May be repeated for a total of 6 units. (Plus-minus letter grade, RP grading only) [CSL may be available]

MGMT 605 Seminar in Developing Management Skills (Units: 3)
Prerequisites: Restricted to Management majors; MGMT 405 with a grade of C or better.
Foundational course focusing on critical thinking and personal skills development in the essential areas of self-awareness/self-management, interpersonal skills, team and organizational management. (Plus-minus letter grade only)

MGMT 610 Human Resource Management (Units: 3)
Prerequisite: MGMT 405 with a grade of C- or better.
Policies and practices in human resource management. Department functions including law, planning, recruitment, selection, performance appraisal, information systems, and current issues. (Plus-minus letter grade only)

MGMT 614 Fundamentals of Recruiting (Units: 3)
Prerequisite: MGMT 610 with a grade of C- or better.
Effective employee staffing. Job search and choice, interviewing, assessment centers, mentorships, ethical/legal staffing considerations. (Plus-minus letter grade only)

MGMT 640 Managing Diversity in the Workplace (Units: 3)
Prerequisite: MGMT 405. Enrollment priority for Management majors.
In-depth exploration of how gender, ethnicity, sexual orientation, age, physical ability and size impact employee experiences and management's challenges and opportunities for developing the talents of diverse workers. (Plus-minus letter grade only)

MGMT 648 Seminar in Leadership and Influence Skills (Units: 3)
Prerequisites: Restricted to Management majors; MGMT 405 with a grade of C or better;
Focus on developing the necessary skills to effectively lead and influence others; systematic approach to understanding and applying leadership practices and influence techniques within organizations. (Plus-minus letter grade only)

MGMT 650 Creativity and Innovation (Units: 3)
Prerequisites: Restricted to Management majors; MGMT 405 with a grade of C or better;
Building innovative skills by breaking out of limiting patterns; integrating intuitive, rational, associative, sensory, motivational, and emotional intelligences; managing innovation through negotiating, collaborating, creating future scenarios. (Plus-minus letter grade only)

MGMT 653 Seminar in Project Management Skills (Units: 3)
Prerequisites: Restricted to Business Administration: Concentration in Management majors and minors; MGMT 405* with a grade of C or better; consent of the instructor.
Introduction to the knowledge and skills necessary for project design and management, as applied to developing and implementing major projects in business settings. Topics include program development, supervision, group processes, and staff and client relations. Learning methods include lectures, presentations, small group discussion, hands-on exercises, and weekly online group activities. (Plus-minus letter grade only)

MGMT 655 Seminar in Emerging Issues in Management (Units: 3)
Prerequisites: Restricted to upper-division Business Administration: Concentration in Management majors and minors; MGMT 405* with a grade of C- or better.
Topics to be specified in the Class Schedule. May be repeated when topics vary. (Plus-minus letter grade only)

MGMT 656 Seminar in Managing Teams (Units: 3)
Prerequisite: MGMT 405 with a grade of C or better; enrollment priority for Management majors.
Design, facilitate, and manage teams. Focus on skills related to team effectiveness. (Plus-minus letter grade only)

MGMT 659 Introduction to International Business Negotiation (Units: 3)
Prerequisites: IBUS 330 and MGMT 405 with a grade of C- or better; consent of the instructor.
Exercises involving various protagonists, organizational contexts, and situations to strengthen intercultural negotiating skills, which are becoming more essential as business grows more global and participative. (Plus-minus letter grade only) (This course is offered as IBUS 659 and MGMT 659. Students may not repeat the course under an alternate prefix.)

MGMT 670 Managing Organization Development and Change (Units: 3)
Prerequisites: Restricted to Business Administration: Concentration in Management majors; MGMT 605* and MGMT 648* with grades of C- or better.
Designing and managing organizational change to respond and adapt to fast-changing global competitive demands. Emphasis on applying organization development principles to facilitate long-term change. Organization development adopts a bottom-up approach to change and emphasizes democratic-humanist values such as stakeholder participation, client ownership of the change process, open dialogue, collaboration, trust, and appreciation for individuals, teams, and organizations. Includes a semester-long consulting project on organizational change. (Plus-minus letter grade only)

MGMT 699 Independent Study (Units: 1-3)
Prerequisite: Consent of the instructor, adviser, and department chair. Open only to students that have demonstrated the ability to work independently.
Intensive problem analysis under the direction of a management faculty member. (Plus-minus letter grade, RP grading only) [CSL may be available]
MGMT 831 Overview of the Entrepreneurial Process (Units: 3)
Prerequisites: Restricted to graduate Business students; graduate students in other majors with the consent of the Faculty Director of Graduate Programs; BUS 782 and BUS 788.

The entrepreneurial approach to business decision-making. Stages in the process. Types of entrepreneurial outcomes, including new venture creation. (Plus-minus letter grade only)

MGMT 842 Seminar in Organization Design and Change (Units: 3)
Prerequisites: Restricted to graduate Business students; graduate students in other majors with the consent of the Faculty Director of Graduate Programs; BUS 788.

Complex organizations: analyzing interrelationships among structure, strategy, systems, people, and management style. Concepts, practices, and problems related to organization effectiveness impacted by changing domestic and international environments. (Plus-minus letter grade only)

MGMT 848 Seminar in Leadership (Units: 3)
Prerequisites: Restricted to graduate Business student; graduate students in other majors with the consent of the Faculty Director of Graduate Programs; BUS 788 or equivalent.

Analysis of leadership patterns and opportunities in increasingly complex organizational environments. (Plus-minus letter grade only)

MGMT 850 Ethics and Compliance in Business (Units: 3)
Prerequisite: Restricted to graduate Business, Computer Science, Philosophy, Ethics and Compliance Certificate, and Ethical Artificial Intelligence Certificate students; graduate students in other majors with consent of the instructor.

Focus on integrity, understanding and applying managerial ethical decision-making; understanding regulatory compliance as it relates to organizational functions; developing ethics training, and evaluating stakeholder impacts. Use of decision-making application models through case studies and interactive exercises. (Plus-minus letter grade only)

[Formerly MGMT 855, topic "Ethics Decision Making"]

MGMT 855 Seminar in Emerging Issues in Management (Units: 3)
Prerequisites: BUS 788 or consent of instructor; restricted to graduate business student; graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

Topic to be specified in Class Schedule. May be repeated when topics vary. (Plus-minus letter grade only)

MGMT 856 Managing the Sustainable Business (Units: 3)
Prerequisite: Restricted to graduate Business student; graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

Skills and perspectives required to manage and operate a sustainable business. Focus on the tools necessary to perform each business function (such as marketing, manufacturing, distribution, purchasing, HR, R&D, information systems, finance, accounting) taking environmental and social implications into account. (Plus-minus letter grade only)

MGMT 857 Leadership in Action (Units: 3)
Prerequisites: four 800-level Business courses; restricted to graduate business student; graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

The boardroom—overview from the top executive's perspective. Conducted by corporate CEO. Students function as a board of directors. Managerial functions and operations. "Bottom-line" concept. (Plus-minus letter grade only)

MGMT 858 Innovation for Sustainability (Units: 3)
Prerequisite: Restricted to graduate Business students; graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

Focus on business innovation to meet society's emerging needs. Practical knowledge and experience in understanding needs not met effectively by current business practices and in developing innovative business strategies to address them. (Plus-minus letter grade only)

MGMT 863 Seminar in Social Entrepreneurship (Units: 3)
Prerequisite for FCS 863: Graduate standing.
Prerequisite for MGMT 863: Restricted to graduate Business students; graduate students in other majors with the consent of the Faculty Director of Graduate Programs.

Exploration of how entrepreneurial individuals and companies find innovative methods to leverage scarce resources in the pursuit of social values. Special focus on socially responsible business practices used in the apparel industry. (AB/NC grading only) [CSL may be available]

(This course is offered as FCS 863 [Formerly CFS 863] and MGMT 863. Students may not repeat the course under an alternate prefix.)

MGMT 899 Independent Study (Units: 1-3)
Prerequisites: Restricted to graduate Business students; consent of the instructor, adviser, and department chair; open only to graduate students who demonstrate the ability to work independently.

Intensive study of a particular problem under the direction of a management faculty member. (Plus-minus letter grade only) [CSL may be available]