

Management



Why Management?

The degree in Management emphasizes broad management competencies in finance, marketing, human resources, economics, law and computers. All of these competencies are needed in industry, non-profit and service organizations. The study of management focuses on how organizations develop and use strategies to compete in domestic and global arenas within the increasingly complex and changing social, political, economic and technological environment.

Students are encouraged to relate theoretical learning to practice and establish bridges between the classroom and the work environment. The degree provides the framework for successful management careers in high-tech industries, manufacturing, banking and finance, healthcare, communications, service industries and non-profit organizations.

Program Outcomes

Students who graduate from this program will be able to:

- Articulate the fundamentals of management theory and practices
- Demonstrate written and oral proficiency in business communications
- Understand the foundations and importance of business ethics
- Demonstrate competency in fundamental areas of business: accounting, marketing, human resources, finance, computers, economics, and business law
- Articulate the necessity for a commitment to life-long learning to ensure employability



The Department of Business Studies is nationally accredited by the Accreditation Council for Business Schools and Programs (ACBSP). This national accreditation allows business graduates to transfer to accredited 4-year colleges throughout the country.

Potential Jobs

- Administrator
- Entry-Level Manager
- Purchasing Manager
- Marketing Assistant/Coordinator
- Human Resources Professional
- Lodging Managers

Potential Salary*

There is a wide range of jobs in the management industry. See below for the average annual salary range in NH for a **Purchasing Manager**.

ENTRY LEVEL	MID-RANGE	EXPERIENCED
\$90,667	\$129,708	\$158,912

**New Hampshire Occupational Employment & Wages 2021, published by the NH Economic + Labor Market Information Bureau — Salaries are based on 40 hours of work, not including overtime.*

Transfer Opportunities

Students in the Management Program can successfully transfer to other four-year colleges, including:

- Franklin Pierce University
- Franklin University (online)
- Granite State College
- Keene State College
- New England College
- Plymouth State University
- Rivier University
- Southern NH University
- UNH Manchester

...and many more!

Management ranks in the top-five targeted degrees in the service, government and non-profit sectors according to the National Association of Colleges and Employers (NACE).



Degree & Certificate Requirements

Management Degree

Degree Program - First Year

First Year	Fall Semester	TH	LAB	CR
BUS110M	Introduction to Business	3	0	3
BUS114M	Management	3	0	3
ENGL110XM or ENGL110M	College Composition I with Corequisite or College Composition I	5* 4*	0	5* 4*
FYE100M	MCC Essentials	1	0	1
MKTG125M	Principles of Marketing: A Global Perspective	3	0	3
Total		14/15*	0	14/15*

First Year	Spring Semester	TH	LAB	CR
ACCT113M	Accounting and Financial Reporting I	3	0	3
BUS224M	Human Resource Management	3	0	3
ECON134M	Macroeconomics	3	0	3
ECON135M	Microeconomics	3	0	3
Total		12	0	12

First Year	Summer Term	TH	LAB	CR
ACCT123M	Accounting and Financial Reporting II	3	0	3
CIS110M	Microsoft® Computer Applications	2	2	3
Total		5	2	6

Degree Program - Second Year

Second Year	Fall Semester	TH	LAB	CR
BUS124M	Small Business Management	3	0	3
BUS212M	Business Law I	3	0	3
MATH145M or MATH145XM	Quantitative Reasoning or Quantitative Reasoning with Corequisite	4* 5*	0	4* 5*
PHIL240M	Ethics	3	0	3
Total		13/14*	0	13/14*

Second Year	Spring Semester	TH	LAB	CR
BUS210M	Organizational Communications	3	0	3
BUS221M	Business Finance	3	0	3
	Business Elective (<i>Select one: ACCT, BUS, FIN, or MKTG</i>)	3	0	3
MATH202M	Probability and Statistics	4	0	4
	Science Elective (<i>Select one: BIOL, CHEM, ENVS, ESCI, GEOL or PHYS</i>)	3	0	3
Total		16	0	16
Total Credits - 61/62/63*				

*Number of credits for this requirement is determined by advisor recommended placement.



All courses and degree requirements are subject to change. For the most current information on MCC programs, visit mccnh.edu.

Management Certificate

Note: These classes do NOT need to be completed in order.

		TH	LAB	CR
ACCT113M	Accounting and Financial Reporting I	3	0	3
ACCT123M	Accounting and Financial Reporting II	3	0	3
BUS114M	Management	3	0	3
BUS212M	Business Law I	3	0	3
BUS224M	Human Resource Management	3	0	3
	Business Elective (<i>ACCT, BUS, FIN, MKTG</i>)	3	0	3
Total Credits - 18				

Human Resource Management Certificate

This certificate prepares students interested in human resource management (HRM) for entry-level careers in the field. Students will be prepared to continue their education at the bachelor degree level if desired. The certificate is also valuable to individuals currently in the field of HRM who wish to earn a certificate to demonstrate proficiency in the specific subject areas of HRM.

Note: These classes do NOT need to be completed in order.

		TH	LAB	CR
BUS114M	Management	3	0	3
BUS216M	Organizational Behavior	3	0	3
BUS224M	Human Resource Management	3	0	3
BUS225M	Effective Human Relations	3	0	3
BUS226M	Employment and Labor Law (<i>Spring only</i>)	3	0	3
BUS227M	Training and Development (<i>Spring only</i>)	3	0	3
Total Credits - 18				

Small Business Management Certificate

This certificate teaches the student to set up and manage a business. It will cover all aspects of running a business from creating a successful business plan, setting up and maintaining the books, hiring and managing employees, to promoting the business. This certificate is designed for the technical trade person or small business owner who has the technical skills and now wants to learn how to run the business.

Note: These classes do NOT need to be completed in order.

		TH	LAB	CR
ACCT100M	Bookkeeping for Small Business	2	2	3
BUS114M	Management	3	0	3
BUS124M	Entrepreneurship and Small Business Management	3	0	3
BUS212M	Business Law I	3	0	3
BUS224M	Human Resource Management	3	0	3
MKTG125M	Principles of Marketing: A Global Perspective	3	0	3
Total Credits - 18				

NOTE: Students have the option to complete the Management program in-person, online or using a combination of both!