

| | | | |
|----------------------------------|---|---|--|
| <p>March 3rd</p> | <p>Chapter 5: Planning- The Foundation of Successful Management</p> | <p>5.1 Discuss the role of strategic management.</p> <p>5.2 Compare mission, vision, and value statements.</p> <p>5.3 Discuss the types and purposes of goals and plans.</p> <p>5.4 Describe SMART goals and their implementation.</p> <p>5.5 Outline the planning/control cycle.</p> <p>5.6 Describe how to develop the career readiness competency of <i>proactive learning orientation</i></p> | <p>Assignment on Discussion Board and Homework for Chapter 5 on Blackboard</p> |
| <p>March 10th</p> | <p>Chapter 6: Strategic Management – How Star Managers realize a Grand Design SELECTION OF NEXT GENERATIO N.</p> | <p>6.1 Identify the three principles underlying strategic positioning.</p> <p>6.2 Outline the five steps in the strategic-management process.</p> <p>6.3 Explain how an organization assesses the competitive landscape.</p> <p>6.4 Explain the three methods of corporate-level strategy.</p> <p>6.5 Discuss Porter’s five competitive forces and the four techniques for formulating strategy.</p> <p>6.6 Describe the role of effective execution in strategic management.</p> <p>6.7 Describe how to enhance your strategic thinking.</p> | <p>Assignment on Discussion Board and Homework for Chapters 6 on Blackboard</p> |
| <p>March 17th</p> | <p>Chapter 7: Individual and group decision making: How Managers make things Happen</p> | <p>7.1 Compare rational and nonrational decision making.</p> <p>7.2 Explain how managers can make decision that are both legal and ethical.</p> <p>7.3 Describe how evidence-based management and business analytics contribute to decision making.</p> <p>7.4 Compare four decision-making styles.</p> <p>7.5 Outline the basics of group decision making.</p> <p>7.6 Describe how to develop the career readiness competencies of <i>critical thinking/problem solving and decision making</i>.</p> | <p>Assignment on Discussion Board and Homework for Chapters 7.</p> <p>Midterm Exam</p> |

| | | | |
|------------------------|---|---|---|
| March 21 st | Chapter 8: Organizational Culture, Structure and Design Building Blocks of the Org | <p>8.1 Describe how managers align vision and strategies with the organization's culture and structure.</p> <p>8.2 Explain how to characterize an organization's culture.</p> <p>8.3 Describe the process of culture change in an organization.</p> <p>8.4 Compare the structures of for-profit, nonprofit, and mutual-benefit organizations.</p> <p>8.5 Identify the major elements of an organization.</p> <p>8.6 Describe the eight organizational structures.</p> <p>8.7 Identify the factors that affect the design of an organization's structure.</p> <p>8.8 Describe how to use the career readiness competencies of <i>understanding the business</i> and <i>personal adaptability</i> to assess an organization's internal context.</p> | <p>Assignment on discussion board and homework for chapter 8.</p> <p>Term project due</p> |
| March 27 th | Spring Recess | | |
| April 5 th | Chapter 9: Human Resource Management: Getting the right people for managerial success | <p>9.1 Discuss the importance of strategic human resource management.</p> <p>9.2 Discuss ways to recruit and hire the right people.</p> <p>9.3 Outline common forms of compensation.</p> <p>9.4 Describe the processes used for orientation and learning and development.</p> | <p>Assignment on Discussion Board and Homework for Chapters 9 on Blackboard`</p> |
| April 14 th | Chapter 10: The nature of change in organizations, including the two types of change—reactive versus proactive | <p>10.1 Discuss what managers should know about organizational change.</p> <p>10.2 Discuss three types of change, Lewin's change model, and the systems approach to change.</p> <p>10.3 Describe the purpose of organizational development.</p> <p>10.4 Describe the approaches toward innovation and components of an innovation system.</p> | <p>Assignment on Discussion Board and Homework for Chapters 10.</p> |

| | | | |
|------------------------|--|--|---|
| | | <p>10.5 Discuss ways managers can help employees overcome fear of change</p> <p>10.6 Review the different ways to increase the career readiness competency of openness to change.</p> | |
| April 21 st | <p>Chapter 11: Managing Individual Differences</p> <p>and Behavior: Supervising people as people</p> | <p>11.1 Describe the importance of personality and individual traits in the hiring process.</p> <p>11.2 Explain the effects of values and attitudes on employee behavior.</p> <p>11.3 Describe the way perception can cloud judgement.</p> <p>11.4 Explain how managers can deal with employee attitudes.</p> <p>11.5 Identify trends in workplace diversity that managers should be aware of.</p> <p>11.6 Discuss the sources of workplace stress and ways to reduce it.</p> <p>11.7 Describe how to develop the career readiness competencies of positive approach and emotional intelligence.</p> | <p>Assignment on Discussion Board and Homework for Chapters 11 on Blackboard</p> <p>Exam II</p> |
| April 28 th | <p>Chapter 12: Motivating Employees: Achieving superior performance in the workplace</p> | <p>12.1 Explain the role of motivation in accomplishing goals.</p> <p>12.2 Identify the needs that motivate most employees.</p> <p>12.3 Discuss similarities and differences among three process theories.</p> <p>12.4 Compare different ways to design jobs.</p> <p>12.5 Discuss how to use four types of reinforcement.</p> <p>12.6 Discuss the role of compensation in motivating employees.</p> <p>12.7 Describe how to develop the career readiness competency of self-motivation.</p> | <p>Assignment on Discussion Board and Homework for Chapter 12 on Blackboard.</p> |
| May 5 th | <p>Chapter 13: Groups and</p> | <p>13.1 Identify the characteristics of groups and teams.</p> | <p>Assignment on Discussion Board</p> |

| | | | |
|----------------------|---|---|--|
| | Teams: Increasing cooperation and decreasing conflict. | 13.2 Describe the development of groups and teams. 13.3 Discuss ways managers can build effective teams. 13.4 Describe ways managers can deal successfully with conflict. 13.5 Describe how to develop the career readiness competency of teamwork/collaboration. | and homework for chapter 13 on Blackboard |
| May 12 th | Chapter 14: Power Influence and Leadership. | 14.1 Describe managers' appropriate use of power and influence. 14.2 Identify traits and characteristics of successful leaders. 14.3 Identify behaviors of successful leaders. 14.4 Describe situational leadership. 14.5 Describe transformational leadership and its effects on employees. 14.6 Compare three additional perspectives on leadership. 14.7 Explain how to develop the career readiness competency of self-awareness. | Assignment on Discussion Board and homework for chapter 14 on Blackboard |
| | | The Week of May 17 th | Final Exam Week |

Built in additional learning goals in this class are:

1. Importance of ethics and governance in family business
2. Global/Multinational Perspectives
3. Communication Skills
4. Critical Thinking Skills
5. Leadership

I look forward to knowing each of you and hope we will have fun and a productive semester.