**MANAGEMENT**

**BUL 5810 Legal Environment of Business 3 Credits**
*Grading Scheme: Letter Grade*
American legal system, sources of law, adjudication, legal nature of corporation, major areas of state and federal corporate law, state and federal regulation of business, legal aspects of ethical and social responsibility of business; intellectual property, employment law, torts and contracts.

**BUL 5811 Law, Ethics, and Organizations 2 Credits**
*Grading Scheme: Letter Grade*
Designed for M.B.A. students. Law governing relationships with corporation and between corporation and social, political, and ethical environment. Business and the Constitution, litigation and dispute resolution, agency and forms of business organization, state and federal regulation of corporations and securities.

**BUL 5832 Commercial Law for Accountants 2 Credits**
*Grading Scheme: Letter Grade*
Legal ramifications of business transactions. Basic transactional areas to be studied include contracts, sales, and secured transactions. Brief review of accountants' legal liability.

**BUL 6441 Business Ethics and Corporate Social Responsibility 2 Credits**
*Grading Scheme: Letter Grade*
Designed for advanced master's students in business administration. Ethical issues managers face in business organizations.

**BUL 6516 Law of Real Estate Transactions 2 Credits**
*Grading Scheme: Letter Grade*
Introduction to legal aspects, including basic concepts or real estate law, landlord-tenant relations, commercial leasing, multi-unit real estate interests, real estate finance, and sale of real estate. Analysis of legal aspects of real estate development, including impact of zoning and environmental laws, land improvement, and real estate syndication.

**BUL 6656 Law for Entrepreneurs 2 Credits**
*Grading Scheme: Letter Grade*
Examining the legal aspects in starting and growing a company (small or medium-sized business or SMEs); strategies for ensuring compliance with law; use of law and the legal system to increase predictability, maximize value, marshal resources, and manage risk in an entrepreneurial enterprise. Since law permeates every act of an entrepreneurship enterprise, the course will consist of a broad survey of legal issues confront a new small or medium-sized business.

**BUL 6841 Employment Law 2 Credits**
*Grading Scheme: Letter Grade*
Designed for master’s students in business. Law related to employment and employees in business organizations.

**BUL 6852 International Business Law 2 Credits**
*Grading Scheme: Letter Grade*
Designed for M.B.A. students. Legal aspects of managing the international business environment.

**BUL 6905 Individual Work 1-5 Credits, Max 10 Credits**
*Grading Scheme: Letter Grade*
Reading and/or research in business law. 
*Prerequisite: consent of instructor.*

**BUL 6930 Special Topics 1-3 Credits, Max 9 Credits**
*Grading Scheme: Letter Grade*
Topics not offered in other courses and of special current significance. 
*Prerequisite: consent of instructor.*

**ENT 5275 Family Business Management 2 Credits**
*Grading Scheme: Letter Grade*
Crucial aspects of managing small business enterprises. Identifying and analyzing characteristic operating problems of small firms and techniques for solving them. Strategic operating and psychological issues associated with running a privately-held or family firm.

**ENT 6006 Entrepreneurship 2 Credits**
*Grading Scheme: Letter Grade*
Practical, hands-on understanding of the stages of the entrepreneurial process. Focuses on the decision-making process in a start-up company.

**ENT 6008 Entrepreneurial Opportunity 2 Credits**
*Grading Scheme: Letter Grade*
Introduces non-business graduate students to entrepreneurship and the entrepreneurial process.

**ENT 6016 Venture Analysis 2 Credits**
*Grading Scheme: Letter Grade*
Explores and critiques real-world examples of how new business ventures were conceived, started, and run.

**ENT 6116 Business Plan Formation 2 Credits**
*Grading Scheme: Letter Grade*
Professional development and preparation of a company business plan. Full analysis of the plan and outside evaluation and ranking.

**ENT 6116 Business Plan Formation 2 Credits**
*Grading Scheme: Letter Grade*
Process of starting, financing, assessing and managing succession of mission-based for-profit and not-for-profit ventures.

**ENT 6216 Creativity in Entrepreneurship 2 Credits**
*Grading Scheme: Letter Grade*
Explores the fundamental tools used to make both individuals and organizations more creative and innovative.

**ENT 6706 Global Entrepreneurship 2 Credits**
*Grading Scheme: Letter Grade*
Consideration of global market context in starting entrepreneurial ventures internationally.

**ENT 6905 Individual Work in Entrepreneurship 1-4 Credits, Max 8 Credits**
*Grading Scheme: Letter Grade*
Individual work in an Entrepreneurship related topic.

**ENT 6930 Special Topics 1-4 Credits, Max 8 Credits**
*Grading Scheme: Letter Grade*
Rotating topics in special topics in entrepreneurship-related fields of study.
ENT 6933 Entrepreneurship Lecture Series 1-4 Credits, Max 8 Credits
Grading Scheme: Letter Grade
Explores opportunity recognition, business planning, capital sourcing, growth and harvest. Provides a background necessary for students interested in careers in start-up ventures, high-growth firms, business consulting or venture capital. Introduces students to resources in the entrepreneurial arena and provide a forum for networking and career development.

ENT 6946 Entrepreneurial Consulting Project 2 Credits
Grading Scheme: Letter Grade
To teach entrepreneurship by working through real problems of real companies. To teach team dynamics, goal setting, and project management in an unscripted environment. To aid the economy by producing value-adding solutions to business problems.

ENT 6950 Integrated Technology Ventures 1-4 Credits, Max 8 Credits
Grading Scheme: Letter Grade
Teams of engineering, business, and law students work together to commercialize UF developed technology. Objectives include commercialization of University of Florida technology through teaching entrepreneurship while attempting to commercialize a real technology, teaching team dynamics, goal setting, and project management.

ENT 7932 Entrepreneurship 3 Credits
Grading Scheme: Letter Grade
Entrepreneurship

MAN 5141 Leadership Skills 1 Credit
Grading Scheme: Letter Grade
Concepts of leadership theory and methods to improve skills.
Corequisite: master's students in business administration.

MAN 5245 Organizational Behavior 3 Credits
Grading Scheme: Letter Grade
Relationships among the individual administrator and supervisors, the employees supervised, and associates at a comparable level in the organization.
Prerequisite: designed for M.B.A. students.

MAN 5246 Organizational Behavior 2 Credits
Grading Scheme: Letter Grade

MAN 5265 Managing Groups and Teams 1 Credit
Grading Scheme: Letter Grade
Designed for master's students in business. Development of critical team skills and techniques to improve team processes and effectiveness.

MAN 5149 Developing Leadership Skills 2 Credits
Grading Scheme: Letter Grade
Designed for master's students in business administration. Concepts of leadership theory and methods to improve skills.

MAN 5257 Power and Politics in Organizations 1-3 Credits, Max 3 Credits
Grading Scheme: Letter Grade
Links between theory and practice in the use of power and political skills in organizations.
Prerequisite: consent of instructor. Designed for advanced master's students in business administration.

MAN 6266 Managing Groups and Teams in Organizations 2 Credits
Grading Scheme: Letter Grade
Composing, developing, and motivating teams. Inter- and intra-team processes. Assessing barriers to effectiveness. Interventions to overcome team problems.
Prerequisite: MAN 5246 or equivalent.

MAN 6331 Compensation in Organizations 2 Credits
Grading Scheme: Letter Grade
Designed for M.B.A. students. Relevant practical and theoretical information regarding design of reward systems that support organizational strategies.

MAN 6365 Organizational Staffing 3 Credits
Grading Scheme: Letter Grade
Overview of human resource selection. Recruitment, job analysis, psychometrics, criterion measurement, development and evaluation of selection devices, and practical applications.
Prerequisite: MAN 5245.

MAN 6366 Organizational Staffing 2 Credits
Grading Scheme: Letter Grade

MAN 6446 Negotiations 3 Credits
Grading Scheme: Letter Grade
Theory and skills of negotiation and conflict resolution.
Prerequisite: designed for M.B.A. students.

MAN 6447 Art and Science of Negotiation 2 Credits
Grading Scheme: Letter Grade
Designed for advanced master's students in business administration. Theory and processes of negotiation as practiced in variety of settings. Understanding behavior of individuals, groups, and organizations in competitive situations.

MAN 6635 International Aspects of Human Resource Management 2 Credits
Grading Scheme: Letter Grade
Designed for master's students in business administration. Perspectives of a multinational firm.

MAN 6636 Global Strategic Management 2 Credits
Grading Scheme: Letter Grade
Designed for master's students in business administration. Strategic issues facing global and multinational organizations.

MAN 6637 Global Strategic Management 3 Credits
Grading Scheme: Letter Grade
Analyzes how firms compete in the multinational and global environment.
Prerequisite: designed for master's students in business administration.

MAN 6721 Business Policy 3 Credits
Grading Scheme: Letter Grade
Integrating and applying the various functional and support areas of business administration. Business policy making and administration from the general manager's perspective.
Prerequisite: all MBA required courses. Designed for M.B.A. students. Taken the last semester before graduation.
MAN 6724 Strategic Management 2 Credits
Grading Scheme: Letter Grade
Designed for M.B.A. students and taken the last semester before graduation. Complex strategic questions that confront general managers. Approaches learned in other courses combined with material particular to strategic management. Approaches used to formulate and implement overall strategies that allow firms to obtain and sustain competitive advantages while creating shareholder wealth.

MAN 6900 Capstone Project 2 Credits
Grading Scheme: Letter Grade
Analyzing a global company using a series of questions in three strategic module assignments. Explicit questions in the assignments are designed to help students define the company, analyze the industry in which it operate, perform an internal analysis of the company/division, and define the strategies and company organization.
Prerequisite: MIB student

MAN 6905 Individual Work in Management 1-5 Credits, Max 10 Credits
Grading Scheme: Letter Grade
Reading and/or research in management.
Prerequisite: departmental approval.

MAN 6910 Supervised Research 1-5 Credits, Max 5 Credits
Grading Scheme: S/U
Supervised Research

MAN 6930 Special Topics 1-3 Credits, Max 12 Credits
Grading Scheme: Letter Grade
Topics not offered in other courses and of special current significance.
Prerequisite: consent of instructor/department.

MAN 6940 Supervised Teaching 1-5 Credits, Max 5 Credits
Grading Scheme: S/U
Supervised Teaching

MAN 6973 Project in Lieu of Thesis 1-4 Credits, Max 4 Credits
Grading Scheme: Letter Grade
Project in Lieu of Thesis

MAN 7108 Seminar in Research Concepts and Methods in Management 1-3 Credits
Grading Scheme: Letter Grade
Design, execution, and evaluation of research in organizational behavior, human resource management, strategic management, and organization theory.
Prerequisite: consent of instructor.

MAN 7109 Seminar in Motivation and Attitudes 1-3 Credits
Grading Scheme: Letter Grade
Various motivation theories, including expectancy and equity theories. Job satisfaction and other work attitudes, and their effects on individuals and organizations.

MAN 7208 Seminar in Contemporary Approaches to Organizations 1-3 Credits
Grading Scheme: Letter Grade
Recent organizational views such as population ecology, economic approaches to organizational design and control, organizations and technology, and network firms.

MAN 7249 Org Behavior 3 Credits
Grading Scheme: Letter Grade
Org Behavior

MAN 7267 Seminar on Groups and Teams Research 1-3 Credits
Grading Scheme: Letter Grade
Emerging research on groups and teams in organizations. Classic and contemporary theories and research on team composition and team performance.

MAN 7328 Seminar on Staffing and Selection 1-3 Credits
Grading Scheme: Letter Grade
Theory and methods that organizations use to staff their positions.

MAN 7778 Seminar in Strategic Adaptation to Environment 1-3 Credits
Grading Scheme: Letter Grade
How organizations make decisions to cope effectively with their environments. Theory and research on how firms operate in their environments, such as theories of the firm, resource and knowledge-based views of organizations, and various strategic choices.

MAN 7779 Strategic Processes and Structure in Organizations 1-3 Credits
Grading Scheme: Letter Grade
Theories and research on how organizations implement strategic choices, covering decision making, corporate governance and control, strategy/structure issues, compensation strategies, and strategic change.

MAN 7934 Org Res Methods Sem 3 Credits
Grading Scheme: Letter Grade
Org Res Methods Sem

MAN 7935 Strategic Management 3 Credits
Grading Scheme: Letter Grade
Strategic Management

MAN 7979 Advanced Research 1-12 Credits
Grading Scheme: S/U
Research for doctoral students before admission to candidacy. Designed for students with a master's degree in the field of study or for students who have been accepted for a doctoral program. Not appropriate for students who have been admitted to candidacy.

MAN 7980 Research for Doctoral Dissertation 1-15 Credits
Grading Scheme: S/U
Research for Doctoral Dissertation