Course Description:
This course addresses the functions and process of management from a functional perspective. Students apply their knowledge and skill to business situations characterized by imperfect and incomplete information.

Learning Objectives:
After completing this course the student should be able to

1. Understand and explain individual differences in perception, personality, and attitude and their role with respect to behavior in organizations.
2. Understand and explain the nature and role of diversity in today’s organizations.
3. Understand and apply the principles, concepts, and theories of motivation and leadership in an organizational setting characterized by imperfect and incomplete information.
4. Understand and apply the principles, concepts, and theories of group dynamics and group process in formal and informal settings characterized by imperfect and incomplete information.
5. Understand the nature of communication within organizations.
6. Use these principles, concepts, and theories to make decisions in organizational settings. Make and support decisions relating to the above topics based upon limited data and incomplete information.
7. Be able to recognize and analyze organizational issues with incomplete and ambiguous information.

Textbook:

Various other readings may be assigned during the semester.

Prerequisites:
Refer to the graduate catalog.
**Grading Policy**

Exam 1 ...................... 100 points 540 ≤ A ≤ 600
Exam 2 ....................... 100 points 480 ≤ B < 540
Exam 3 ....................... 100 points 420 ≤ C < 480
Exam 4 ....................... 100 points 360 ≤ D < 420
Final exam .................... see note F < 360
Case ......................... 200 points If S/U graded, 420 ≤ S ≤ 600

TOTAL ...................... 600 points

1 Final may be used to replace Exam 1, 2, 3, or 4. No make-ups will be given.

**Tentative Calendar** (This schedule may change as circumstances dictate.)

<table>
<thead>
<tr>
<th>Date</th>
<th>Chapters</th>
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<tbody>
<tr>
<td>July 7</td>
<td>Chapters 1 &amp; 2</td>
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<tr>
<td>July 12</td>
<td>Chapters 3 &amp; 4</td>
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<td>Contract due</td>
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<td>(See the Case Presentation document.)</td>
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<tr>
<td>July 14</td>
<td>Exam 1 (Chapters 1 - 4)</td>
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<td>Chapters 5 &amp; 6</td>
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<td>July 19</td>
<td>Chapters 7 &amp; 8</td>
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<td>July 21</td>
<td>Exam 2 (Chapters 5 - 7)</td>
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<td>Chapters 9 &amp; 10</td>
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<td>July 26</td>
<td>Chapters 11 &amp; 12</td>
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<td>July 28</td>
<td>Exam 3 (Chapters 8 - 12)</td>
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<td>Chapters 13 &amp; 14</td>
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<td>August 2</td>
<td>Chapters 15 &amp; 16</td>
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<td>August 4</td>
<td>Exam 4 (Chapters 14 - 16)</td>
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<td>August 9</td>
<td>Final exam</td>
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Teaching Methods:
A portion of the material will be presented in class to clarify some concepts. It is not possible to cover all of the material in this manner. Therefore, this is NOT a substitute for reading the assigned material.

Written Case & Case Presentation
Check Blackboard IMMEDIATELY under “Case Project.”
I want you to experience first-hand the dilemmas and issues involved in many aspects of organizational life. To this end, students will prepare a WRITTEN CASE and a CASE PRESENTATION in which organizational issues in current events are analyzed. The WRITTEN CASE and CASE PRESENTATION will be graded on a 1-10 scale and will constitute 200 points of the students’ grades. The case may be a TEAM based assignment. It depends upon the class size. If the case is a group project each group will be required to turn in a contract per the calendar above. The assignment will be described in further detail in another document.

Attendance Policy:
Students are responsible for everything mentioned in class. Students should be on time to class and ready for class.

Late/Incomplete Assignment Policy:
There is no provision for late assignments. Technical difficulties are no excuse for late work. Should you experience technical difficulties, please contact the ICT Help Desk at help@nmsu.edu or 646-1840.
Incomplete: See the graduate catalog for Incomplete policy details. The major change is that the "I" grade can only be assigned for circumstances beyond the student's control that occur after the last day to withdraw from a course. The instructor will not participate in the "beyond the student's control" determination.

Make-up Assignment Policy:
Other than the footnote accompanying “GRADING POLICY” there is no make-up provision other than University Policy.

Students With Disabilities:
Feel free to call the Student Accessibility Services (SAS) Office at 575-646-6840 or email at sas@nmsu.edu with any questions you may have on student issues related to the Americans with Disabilities Act (ADA and/or Section 504 of the Rehabilitation Act). Students requesting accommodations and/or services relating to a disability may seek assistance from the SAS Office located in Corbett Center, Room 244. All medical information will be treated confidentially. If you have already registered, please make sure that your instructor receives a copy of the accommodation memorandum from SAS within the first two weeks of classes. It is your responsibility to inform either your instructor or a SAS representative in a timely manner if services/accommodations provided are not meeting your needs.

Questions regarding NMSU’s Non-discrimination Policy and discrimination complaints should be referred to Gerard Nevarez, Office of Institutional Equity, 575-646-3635.
Academic Misconduct:
Students should familiarize themselves with the NMSU Student Code of Conduct (Section 2 of the NMSU Student Handbook). Any violation of the Student Code of Conduct (e.g., plagiarism, cheating, etc.) will result in the student receiving a grade of “F” in this course. This is a zero tolerance policy. If you do not have a Student Handbook, this information is available at the following web address: http://www.nmsu.edu/~vpsa/SCOC/intro.html.

If you are unsure of whether or not your work would be considered plagiarism, please visit the following web address: http://lib.nmsu.edu/plagiarism/.

WITHDRAWALS: It is the responsibility of the student to know important dates such as University drop dates. Moreover, it is the responsibility of the student to officially withdraw from any class that he or she intends to drop.