Management 640
Instructional Development for Teaching Business
Fall 2012
Tuesdays 2:30-5:00 PM
Business Complex, Room 246

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On-Campus Office Hours: Tuesdays 10-Noon and/or by Appointment

Management 640 is intended to provide participants with in-depth inquiry into the complexities of teaching and developing managers. Since most seminar participants are or will become specialists in some aspect of a management curriculum and then will “teach” that expertise, it is critical that we question our methods of teaching (pedagogy) as well as our assumptions about learning in order to ensure successful educational experiences for our students and clients. This will be the primary objective of this seminar: to become clear, purposeful, and un-conflicted about our pedagogical approaches to teaching.

To accomplish this we will delve deeply into the management education and development literature. You will be asked to become aware of your assumptions about the learning process and to defend how your methods of teaching are consistent or inconsistent with your assumptions. You will be asked to defend your positions and provide support for your approaches to educating managers with the array of literature that we will consume in this seminar. You will be challenged in your thinking and pushed to consider other methods of teaching. Also, from time to time we will labor with the age-old issues of the effectiveness of lectures and exercises, testing, grading, evaluation, feedback, value of theory, outcomes assessment, group learning, teaching vs. facilitation, etc. and some of the newer issues of distance education and web-based teaching approaches. We will also assume that the physical classroom is only one place among many where learning and development can take place. We assume that to be professionally prepared to conduct management education you will be expected throughout your career to create learning opportunities that go far beyond the traditional classroom. Management education is a huge industry and vital to the development of productive economies. Your success as a university professor will be determined to a large extent by your teaching abilities. And, your contribution as a professor to society will depend on your skill in developing and training managers.

We will also explore the often delicate issue of balancing research and teaching in our academic careers, and you will be challenged to consider how to weave your teaching and research interests into a coherent whole that is also consistent with your personal
style, growth needs, and with your academic career. Our seminar process will accomplish the following objectives for participants:

- To become knowledgeable about the historical development of business education and be cognizant of the key historical influences in this process.
- To become aware of our assumptions about how managers learn and how we can translate this into effective management development encounters.
- To develop our pedagogical approach to management education that is congruent with our assumptions, beliefs, and behaviors in order to increase our own teaching effectiveness by developing teaching approaches consistent with our philosophies.
- To know the current debates in the management education and development literature and have a solid knowledge of classic and current models of management education and development; the major theories of the field; the types of arguments and corroboration that are used to justify and articulate different modes of theorizing and research and writing practices.
- To learn how to debate pedagogical issues and to defend our individual positions.

To achieve these objectives I plan to facilitate discussion and debate, guiding the course and to change direction, if necessary, in order shape a learning context. I want to provide enough structure to give us a sense of mutual direction, but at the same time leave enough latitude for you to work on issues and ideas that capture your individual attention. Your participation in shaping this endeavor and actively engaging in the learning process is necessary for this course to be successful. Getting the “right” design is important and we may need to adjust this as we proceed.

However, past experience suggests that the course should be conducted as a seminar where we will meet weekly and discuss a topic or topics each week. These weekly seminars are organized around modules and a specific reading assignment will be given at least one week in advance, though most readings will be available at the start of the term. **In preparing for class students are expected to:**

- read the assigned materials,
- identify what they take to be key issues in the readings, and
- critique the readings by identifying strong points and shortcomings.

Students are expected to be active participants in the seminar, which means active engagement and informed discussion of the materials. There will be a lot of reading and some of this may be difficult the first time through, but you should take your best shot at making sense of the readings. When you read, look for: the author’s (or authors’) main point or central theme; pedagogical, ontological, and epistemological assumptions; and thematic connections among the readings. Specifically, what are their assumptions about teaching and the roles of the educator and student? How is human nature conceptualized? Is the world a closed and atomistic system or an open and multidimensional place? How do humans best understand the world? Are people creative and resourceful or passive, even resistant, when presented with new ways of thinking about the world?
Seminar Requirements

Of course, seminar participants are asked to come to class having read all the materials and prepared to discuss them, in addition to having completed any other assignment for that week. Students will be evaluated according to:

(1) Their consistent and active contribution to the seminar, wherein “contribution” denotes a focused effort to identify and illuminate key issues in the readings and a willingness to actively engage collaboratively in the learning process (40%)

(2) A position paper on your pedagogical approach to teaching in your content domain (20%), and

(3) A final paper on a topic (to be decided) that will be of national conference submission quality. **Paper must be an original paper developed within the context of this course. This term I am proposing a collaborative paper that all class members will complete for conference (or journal) submission.** (40%)

As part of your class participation and contribution, you may be asked to complete various smaller assignments throughout the term, one of which is to participate in at least one NMSU Teaching Academy event and present back to the class.

Required textbooks:


Note: Argyris & Schon is the one that is used early on in the course (by about week 3); the others we won’t use right away. You will have access to copies of these books, if you do not own your own copy.
Module Schedule (subject to revision as we progress):

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<tr>
<th>Date</th>
<th>Module</th>
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<tbody>
<tr>
<td>8/28</td>
<td>Introduction &amp; Seminar Orientation/Epistemology Review</td>
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<tr>
<td>9/4</td>
<td>Module 1: History of the Field of Management Education and Development</td>
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<td>9/11</td>
<td>Module 2: Contemporary Perspectives on Management Education and Development</td>
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<td>9/18</td>
<td>Module 3: Experiential Learning Approaches to Management Education and Development</td>
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<tr>
<td>9/25</td>
<td>Module 4: Individuals, Skills, Competence, and Change</td>
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<td>10/2</td>
<td>Module 5: Socio-cultural Influences on Management Education and Development</td>
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<td>10/9</td>
<td>Module 6: Tacit Knowledge, Interpretative Frameworks and Management Education and Development</td>
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<td>10/16</td>
<td>Module 7: Action Research</td>
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<tr>
<td>10/23</td>
<td>Module 8: Diversity Issues in Management Education and Development</td>
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<td>10/30</td>
<td>Module 9: The Academic Life: Balancing Research &amp; Teaching</td>
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<td>11/6</td>
<td>Module 10: Business Ethics</td>
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<td>11/13</td>
<td>Module 11: Global Dimensions of Management Education and Development</td>
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<td>11/27</td>
<td>Module 12: The Craft of Teaching</td>
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<td>12/4</td>
<td>Module 13: Distance Learning and Management Education and Development</td>
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<td>12/11</td>
<td>Module 14: Classroom Applications of Management Education and Development (Final Class)</td>
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<td>12/14</td>
<td>Final Paper Due</td>
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In the reading list below, items in bold are required; others are recommended. Other articles may be added or be used to substitute as we progress. Each week, all students will be responsible for the required readings, and then each student will select an additional reading to present for discussion. Written critiques will be due each week.
Guidelines for Article Critiques

Each week, students will prepare critiques of each of the readings for our discussion. Except where noted, the critiques do not have to be written. However, you should accomplish the following points in each critique:

1. Summarize the key point(s) that the author(s) is(are) trying to make and explain briefly how they arrive at their conclusions. (1/2 page).

2. Discuss the soundness of the piece.
   a. Is the argument well developed? If not, what do you see as the gaps? Explain.
   b. If applicable, are the methods appropriate to the goals of the piece? Explain.

3. Ontology & Epistemology: identify the author(s)’ point of view from these orientations.

4. Any additional reflections you may have on the piece. (As we progress in the course, it might be useful here to indicate where a piece links to something else we have done.)