APPLIED MANAGEMENT & LEADERSHIP

Program Description
The Applied Management program is a bachelor’s completion program designed for graduates of technical colleges who have earned an AAS or AS degree or equivalent. Graduates are well-positioned to move into managerial or other senior positions or start their own businesses in a variety of technical industries. Students take business and management courses such as Managerial Accounting, Quality Systems, Leadership, and Entrepreneurial/Marketing Management.

The degree is also designed to enhance business soft skills such as communication, business writing, and human relations. Courses are taught by faculty members who have extensive industry experience along with the appropriate degrees and certifications in their field of expertise.

All courses are distance learning—with face-to-face options available for some courses. As such the U.S. Department of Veterans Affairs considers this to be a distance learning program, which may affect the benefits of some veterans. This program is only available to residents of Minnesota.

A concentration in Management Information Systems (MIS) is also available.

Concentration in Management Information Systems
For details on the concentration, see page 3.

Dunwoody College of Technology: a non-profit, private technical college since 1914.

Degree Requirements
Transfer credits from AAS or AS degree; requires a transfer evaluation

- MGMT3141 Research for Business
- MGMT3230 Strategic Planning
- MGMT3211 Project Management
- MGMT3110 Principles of Management
- MGMT3130 Managerial Accounting
- MGMT4230 Management Information Systems I
- MGMT4110 Leadership
- MGMT4120 Leading Organizational Change
- MGMT4210 Capstone Research
- MGMT3220 HR/Employment Law
- MGMT4130 Entrepreneurial/Marketing Management
- MGMT4140 Managerial Economics
- MGMT4220 Negotiation & Conflict Resolution
- MGMT4240 Applied Management Capstone
- MGMT3120 Quality Systems
- AMGT4220 Negotiation & Conflict Resolution Practicum
- AMGT4110 Human Resources Practicum
- AMGT3230^ Strategic Planning Practicum
- AMGT3211^ Project Management Practicum
- AMGT4112^ Leadership Practicum
- AMGT4120^ Leading Organizational Change Practicum
- Upper Division Communications Elective
- MATH3000 Intermediate Statistics
- WRT4001 Capstone Writing
- Upper Division Humanities Elective
- Upper Division Social Sciences Elective

- Replace these courses with the courses on page 3 for the Management Information Systems concentration

Common Job Titles
Operations Manager
Project Manager
Product Manager
Project Lead

Recent Employers
Boston Scientific
Coca Cola Refreshments
Tonka Auto Center
Bradford & Bigelow

Salary Data
$119,550*
Annual Average Salary

Placement Rate
100%^  

How to Apply
- dunwoody.edu
- 612.374.5800
- info@dunwoody.edu

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**Data reflects placement for AY2015-16 graduates indicating employment in their field of study within 6 months following graduation.
Full data calculations are available for review during College open hours Monday through Friday 8 a.m. to 4 p.m. CT at Career Services or contact careerservices@dunwoody.edu.
Course Descriptions

MGMT3141 Research for Business, 4 cr.
Introduction to the basics of research design, and the quantitative and qualitative methods used in addressing policy-relevant research questions. The course has two major goals: 1) Enhance passive literacy of quantitative and qualitative research methods; 2) Develop active skills and apply techniques to original policy studies.

MGMT3230 Strategic Planning, 2 cr.
Apply strategic planning methodology through the management of a project on an assigned case study for the purpose of integrating information and skills learned in previous courses.

MGMT3211 Project Management, 2 cr.
Apply project management methodology through the management of a project on an assigned case study for the purpose of integrating information and skills learned in previous courses.

MGMT3110 Principles of Management, 2 cr.
The contemporary supervision and operations management challenges stemming from changing organizational structures, complex environmental conditions, new technological developments, and increasingly diverse workforces. Focuses on critical issues in supervising, managing, and leading in an organization.

MGMT3130 Managerial Accounting, 2 cr.
Introduction of the fundamentals of managerial accounting for reporting, decision making and control of transactions, financial statements, strategic and operational planning to facilitate ethical behavior of the managerial accountant.

MGMT4230 Management Information Systems I, 2 cr.
The ways in which management and information services influence business strategies, communications technology, information systems analysis and design; issues arising out of the rapidly evolving field of information systems, and a general overview of IT compliance.

MGMT4110 Leadership, 2 cr.
Multidimensional study of leadership related to contemporary issues, privileges and responsibilities through an exploration of historical leaders, leadership styles and philosophies to recognize the traits, skills and values of a leader.

MGMT4120 Leading Organizational Change, 2 cr.
Examine the competencies and skills required to successfully lead organizational and personal change in the business world.

MGMT4210 Capstone Research, 4 cr.
The research portion of an industry(field)-specific capstone project of student's choice; present a comprehensive project within a field of study, that draws on the relevant components of previous course work.

MGMT3220 HR/Employment Law, 2 cr.
Analyze the role of the human resource professional as a strategic partner in managing today's organizations. Examine key functions such as recruitment, selection, development, appraisal, retention, compensation, and labor relations. Workplace safety, employment laws, legal rights and responsibilities are incorporated.

MGMT4130 Entrepreneurial/Marketing Management, 2 cr.
Entrepreneurial and marketing management fundamentals of planning, strategy, management and issues using skills and competencies needed to generate new ideas to develop a successful business.

MGMT4140 Managerial Economics, 2 cr.
Apply managerial economic decision making in the areas of mathematics, statistics, economic theory, accounting, finance, marketing, and human behavior.

MGMT4220 Negotiation & Conflict Resolution, 2 cr.
Strategies and tactics for conflict analysis, assessment and negotiation using exercises and simulations to successfully manage negotiations and conflict.

MGMT4240 Applied Management Capstone, 4 cr.
The written portion of an industry (field)-specific capstone project of student's choice; present a comprehensive project within a field of study that draws on the relevant components of previous course work.

MGMT3120 Quality Systems, 2 cr.
Basic quality concepts, including the concepts of Total Quality Management (TQM), ISO9000, and LEAN/Six-Sigma concepts.

AMGT4220 Negotiation & Conflict Resolution Practicum, 2 cr.
Apply negotiation and conflict resolution methodology through the use of hands on case studies and projects. Strategies and tactics for conflict analysis, assessment and negotiation created and monitored by students.

AMGT4110 Human Resources Practicum, 3 cr.
Carry out an in-depth investigation of a variety of Human Resources topics. The course will be project based; each student will identify an HR project relevant to his/her chosen field of study.

AMGT3230 Strategic Planning Practicum, 2 cr.
Apply strategic planning methodology through the management of a project on an assigned case study for the purpose of integrating information and skills learned in previous courses.

AMGT3211 Project Management Practicum, 2 cr.
Apply project management methodology through the management of a project on an assigned case study for the purpose of integrating information and skills learned in previous courses.

MATH3000 Intermediate Statistics, 2 cr.
Descriptive statistics, frequency distribution, normal probability functions and sampling distributions, estimation of population parameters, tests of statistical hypotheses and inference, t, F, chi-square, correlation, regression analysis and analysis of variance.

WRIT4001 Capstone Writing, 3 cr.
Examine the essentials of writing clearly and efficiently within the framework of argumentative research writing. Formulate a coherent thesis and defend it logically with evidence drawn from research. Practice working through the stages of planning, research, organizing and revising writing.
Program Description

Note: the four classes below replace AMGT3230, AMGT3211, AMGT4112 and AMGT4120 to form the MIS concentration for the Applied Management degree.

MISB3211 Systems Analysis Practicum, 2 cr.
Survey of the various approaches for software development from traditional systems analysis to contemporary agile methods, UML and object-oriented design. Develop models and prototypes to practice the processes and techniques needed to design and build quality software systems.

MISB3221 Database Technologies, 2 cr.
Database technologies and the resources (hardware and software) that are needed to implement the various database systems needed to run an organization at the management level.

MISB4111 Management of Distributed Systems, 2 cr.
Integration of data and users with an emphasis on security will be used in client/server, Internet, intranet/extranet, and other technologies. Review state-of-the-art technologies in each of the basic software and hardware arenas, while emphasizing management models and higher-level analysis using the computer.

MISB4211 Management Information Systems II, 2 cr.
Examine budgeting, how to write RFP’s (Request for Proposal), contract management, capacity planning, operations and user support, orphan ware, writing and enforcing policies. Identify aspects of security in software programs, social engineering, and network security.

Concentration Requirements

MISB3211 Systems Analysis Practicum
MISB3221 Database Technologies
MISB4111 Management of Distributed Systems
MISB4211 Management Information Systems II

Common Job Titles
IT Manager
Client Relations Manager
System Administrator

Recent Employers
Cunningham Group
Wells Fargo Enterprise IT

Salary Data
$132,620* Annual Average Salary

Placement Rate
100%**

**Data reflects placement for AY2015-16 graduates indicating employment in their field of study within 6 months following graduation. Full data calculations are available for review during College open hours Monday through Friday 8 a.m. to 4 p.m. CT at Career Services or contact careerservices@dunwoody.edu.