

# GENERAL MANAGEMENT (GM)

## GM 105. Strategic Management.

3 Units

**Prerequisite(s):** Completion of all other upper-division core courses, except MIS 101.

**Term Typically Offered:** Fall, Spring, Summer

This capstone course focuses on the integration of functional areas of a business and requires students to determine strategies/policies at the general-management level. Students address problems and issues faced by companies from a general management perspective which integrates accounting, financial, marketing, human resources, and operations in relation to the environment within a framework of balance between profit or cost-effectiveness and social responsibility.

## GM 170. Fundamentals of Business Strategy.

3 Units

**Prerequisite(s):** HROB 101, MKTG 101, FIN 101, and OPM 101.

**Term Typically Offered:** Fall, Spring

Basics of business-level strategy and how they are applied in modern organizations. Underlying primary principles, theories and practices are examined and discussed. Cases presenting actual, real-world situations will be analyzed to derive solutions to the business-level opportunities and problems facing strategic managers.

**Note:** General Management students must complete all functional core courses before taking GM 170.

## GM 194. Cooperative Education Experience in Management.

6 - 12 Units

**Prerequisite(s):** Minimum overall GPA of 2.5.

**Term Typically Offered:** Fall, Spring

In-depth supervised work experience in management for the purpose of exposing the student to comprehensive management experience in business, governmental, or service agencies.

**Note:** Open to all upper division students, subject to permission of the Management Area. Petitions can be obtained from the Student Affairs Office, Tahoe 2065.

Credit/No Credit

## GM 195. Internship in Strategic Management.

3 Units

**Prerequisite(s):** Minimum Sacramento State GPA of 2.5.

**Term Typically Offered:** Fall, Spring

Supervised work experience in business, governmental or service agencies for the purpose of increasing student understanding of the nature and scope of their operations. Supervision is provided by the faculty and the cooperating agencies.

**Note:** Open to upper division students, subject to permission of the Management Area. Petitions can be obtained from the Student Affairs Office, Tahoe 2065. Open to declared business administration majors only.

Credit/No Credit

## GM 199. Special Problems in Strategic Management.

1 - 3 Units

**Term Typically Offered:** Fall, Spring

Individual projects or directed reading for students qualified to carry on independent work.

**Note:** Admission requires approval of the instructor and the Associate Dean. Petitions can be obtained from the Undergraduate Business Advising Center, Tahoe 1030.

Credit/No Credit