

# Management (MGMT)

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## Management (MGMT) Courses

### MGMT 5100 [0.5 credit]

#### Managing People and Organizations

Understanding organizations and the relationships that define them. Theories, concepts and experiential exercises help students understand their own values, attitudes and goals and those of others how to motivate, communicate, teach and lead others; and how to apply these concepts to improving personal and organizational performance.

Precludes additional credit for MGMT 5101 and MGMT 5102.

Prerequisite(s): enrolment in the MBA program in the Sprott School of Business or permission of the School.

### MGMT 5101 [0.25 credit]

#### Managing People

Understanding organizations through the relationships that define them. Theories, concepts and experiential exercises are used to help students understand their own values, attitudes and goals; how to motivate, communicate, teach and lead others, and how to apply these concepts to improving personal and organizational performance.

Precludes additional credit for BUSI 5100 (no longer offered).

Prerequisite(s): Permission of the School.

### MGMT 5102 [0.25 credit]

#### Managing Organizations

The design and function of complex organizations including the effects of size, environment, and technology on organizational structures and systems. Sources of uncertainty and strategies for managing environmental relationships. Work teams, group dynamics and organizational culture.

Precludes additional credit for BUSI 5101.

Prerequisite(s): MGMT 5101 and requires permission of the School.

### MGMT 5111 [0.25 credit]

#### Conflict and Negotiation

Conflict, negotiation and bargaining. The bargaining process, conflict handling and how to analyze, plan and implement successful negotiations. Management and labour objectives and strategies that lead to conflict.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

### MGMT 5112 [0.25 credit]

#### Power and Influence

The role of power and influence in organizations. Sources of power, the effectiveness of various influence tactics, the implications of powerlessness, types of empowerment, organizational politics and fostering constructive versus destructive political behaviour in organizations.

Precludes additional credit for BUSI 5101.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

### MGMT 5113 [0.25 credit]

#### Managing Teams

Factors affecting team performance. Team development, the impact of team size, team processes, organizational practices that support teams, potential team interventions and the unique challenges faced by virtual teams.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

### MGMT 5114 [0.25 credit]

#### Managing Diversity

Exploration of issues arising from diversity within organizations including the implications of cultural differences for motivation, communication, conflict and leadership. Identification of practices that facilitate the effective management of diversity.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

### MGMT 5115 [0.25 credit]

#### Leadership

Post-heroic leadership theories, with a practical emphasis on developing and honing leadership skills in practicing managers. A highly self-reflective course, requiring students to question and share their own leadership styles and situational antecedents.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

### MGMT 5116 [0.25 credit]

#### Managing Performance

Principles and techniques relating to the development, support, and evaluation of employee performance in organizations. Models of individual and organizational performance; identifying high performing employees; methods of measuring performance; employee development and incentive systems.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

### MGMT 5117 [0.25 credit]

#### Knowledge Management

Knowledge as a resource; methodologies for managing ongoing and future knowledge needs in businesses. As required knowledge is dispersed and developed throughout the globe, international dimensions of knowledge management.

Prerequisite(s): MGMT 5100, or MGMT 5101 and MGMT 5102.

**MGMT 5120 [0.5 credit]****Fundamentals of Leading and Managing  
Organizational Change**

How individuals, groups and organizations respond to change; overview of key change models and change strategy. At the micro level how individuals respond to change, how change should be managed, change management competencies and changing organizational culture.

Precludes additional credit for MGMT 5121 and MGMT 5122

Prerequisite(s): 0.5 credits (or the equivalent from the Management and Change concentration courses, as well as MGMT 5100, or MGMT 5101 and MGMT 5102).

**MGMT 5121 [0.25 credit]****Fundamentals of Organizational Change  
Concentration Integration**

A macro view of organizational change. The nature of change, forces for and against change, tools to diagnose what needs to be changed, and various change strategies. Key conceptual models for understanding organizational change.

Precludes additional credit for BUSI 5806 (no longer offered).

Prerequisite(s): 0.5 credits (or the equivalent) from the Management and Change concentration courses, as well as MGMT 5100, or MGMT 5101 and MGMT 5102 plus permission of the school.

**MGMT 5122 [0.25 credit]****Leading and Managing Organizational Change  
Concentration Integration**

What change means for individuals and groups. Conceptual models for understanding change at the micro level. Responses to change, managing its negative impacts, gaining commitment to change, change management competencies and changing organizational culture.

Precludes additional credit for BUSI 5806 (no longer offered).

Prerequisite(s): 0.5 credits (or the equivalent) from the Management and Change concentration courses, as well as MGMT 5100, or MGMT 5101 and MGMT 5102 plus permission of the school.

**Summer session:** some of the courses listed in this Calendar are offered during the summer. Hours and scheduling for summer session courses will differ significantly from those reported in the fall/winter Calendar. To determine the scheduling and hours for summer session classes, consult the class schedule at [central.carleton.ca](http://central.carleton.ca)

Not all courses listed are offered in a given year. For an up-to-date statement of course offerings for the current session and to determine the term of offering, consult the class schedule at [central.carleton.ca](http://central.carleton.ca)