

# **MANAGEMENT, B.S. (CAPITAL)**

**Begin Campus:** Any Penn State Campus

**End Campus:** Harrisburg

## **Learning Outcomes**

Student graduates of our baccalaureate degree programs should be:

1. Effective communicators.
  - a. Present verbally, thoughts and ideas in a way that can be clearly understood by a target audience.
  - b. Convey ideas in a clear, coherent manner in written communication.
2. Ethical and socially responsible.
  - a. Be competent in analyzing social and ethical decision making issues in organizations.
3. Critical thinkers.
  - a. Be able to think and identify multiple dimensions of company issues and performances and make an assessment of company performances in achieving financial and strategic objectives, tracking their achievements, and giving management of companies a more complete and balanced view of how the organization is performing.
4. Competent in the Management Discipline through knowledge of:
  - a. Leadership and Team Building.
    - i. Demonstrate skills and knowledge necessary to become effective leaders in organizations, including leadership styles, styles of influence, persuasion, and negotiation.
    - ii. Demonstrate skills and knowledge necessary to work effectively with others in team settings, including team building techniques, team performance management, and conflict management.
  - b. Human Resources Management.
    - i. Demonstrate skills and knowledge necessary to plan and implement human resources management functions including staffing, development, appraisal, and rewarding. Learning skills and knowledge of recruiting, training and developing human capital for organizations.
  - c. Negotiation and Conflict Management.
    - i. Recognize and describe the critical concepts in negotiation and conflict management.
    - ii. Develop the ability to negotiate effectively.