

## COURSES

**INDUSTRIAL RELATIONS (Ind R)****150. Administration of Personnel (3)**

Prerequisite: Mgt 110A-B or 110 or Econ 150. Composition of labor force; acquisition and utilization of human resources in organizations: recruitment; selection; performance appraisal; motivation; compensation; communications; social issues and government influence. Individual and group projects; written and oral reports.

**152. Labor Relations and Collective Bargaining (3)**

Prerequisite: Mgt 110A-B or 110 or Econ 150. Relations between employers and organized employee groups; organization, election, and certification procedures; techniques of collective bargaining; labor agreements; grievance handling; settlement of industrial disputes.

**153. Management Development (3)**

Prerequisite: Mgt 110A-B or 110. Knowledge and skills leading to effective interpersonal relations; understanding one's self as leader and others as individuals and members of working groups; leadership practice and decision making as individuals and small groups.

**154. Compensation Administration (3)**

Prerequisite: Mgt 110A-B or 110, Ind R 150 or permission of instructor. Analysis of compensation programs for business, not-for-profit, and government organizations. Special attention given to job evaluation programs, motivation-to-work theory, micro and macro forces influencing compensation decisions. Case analysis; individual and group reports.

**159. Problems in Manpower Management (3)**

Prerequisite: Ind R 150, 152. Manpower policy formulation and decision making; labor market analysis; governmental manpower policy; methodology and application of manpower research. Individual and group research projects; case analysis and presentation; computer applications.

**189T. Topics in Industrial Relations. (1-3; max total 9 if no topic repeated)**

Prerequisite: senior standing or permission of instructor. Studies in personnel and labor relations: recruiting and selection, motivation, compensation, training, evaluation, labor organizations, collective bargaining, government and industrial relations, special problems in industrial relations.

**190. Independent Study (1-3; max see reference)**

See *Academic Planning—Independent Study*.

**200 series.** Graduate courses are listed under *Business*.**MANAGEMENT (Mgt)****101. Basic Management Block (12)**

Meets School of Business requirements for Mgt 110A-B or 110, 124, Mktg 100. Not open to students with credit in Mgt 110A-B, 110, 124, Mktg 100. Prerequisite: first-semester junior, Econ 1A-B, Acct 4A, Q M 65, application, and permission of instructor. Special integrative undergraduate seminar: 12 hours weekly; marketing, production, administration, organizational behavior. Small group projects; field trips and research; computer simulation; student planned and presented programs; business, government, academic guest presentations. Consult school or departmental office.

**102A-B-C-D. Advanced Management Block (3-3-3-3)**

Can be substituted for some option requirements. Concurrent enrollment in A-B-C-D. Prerequisite: Permission of instructor. Undergraduate seminar integrating business disciplines, decision applications, models of local businesses, business simulation by computer, case analysis, student planned programs, individual and group presentations with executives and academicians, field trips, negotiations, group projects.