



**AMERICAN UNIVERSITY
OF CYPRUS**

Course Code MGT 102	Course Name Introduction to Management	ECTS Credit 6
Pre-Requisite None	Course Type Compulsory	Language of Instruction English
Year of Study 1 st	Level of Course 2 nd semester	Mode of Delivery On Campus

Course Objectives:

Introduction to Management is an introductory course that surveys the management field in an international context. Various aspects of management theory will be examined and linked to current management practice abroad. This course has been organized around the management process framework presented in most introductory textbooks.

Learning Outcomes:

- Discuss and communicate the management evolution and how it will affect future managers.
- Observe and evaluate the influence of historical forces on the current management practice.
- Identify and evaluate social responsibility and ethical issues involved in business situations and logically articulate your position on such matters.
- Explain how organizations adapt to an uncertain environment and identify techniques managers use to influence and control the internal environment.
- Practice the process of management's four functions: planning, organizing, leading, and controlling.
- Identify and properly use vocabularies within the field of management to articulate one's own position on a specific management issue and communicate effectively with varied audiences.
- Evaluate leadership styles to anticipate the consequences of each leadership style.
- Gather and analyze both qualitative and quantitative information to isolate issues and formulate the best control methods.

Teaching Methodology:

- Reading and resolving problems
- Working on problem-solving
- Attendance and participation in class
- Monitor discussions
- Writing and replying to objective-type questions
- Solving unstructured questions and case studies
- Brief oral presentation before starting a new chapter and reply to queries from students
- Homework for revision purposes
- Interaction and collaborative learning
- Simulation and Role Playing
- Video Watching

Course Content:***Part One: Management and Managers***

Chapter One The Management Process Today

Appendix A: History of Management Thought

Chapter Two Values, Attitudes, Emotions, and Culture: The Manager as a Person

Part two The Environment of Management

Chapter Three Managing Ethics and Diversity

Chapter Four Managing in the Global Environment

Part three Planning, Decision Making, and Competitive Advantage

Chapter Five Decision Making, Learning, and Creativity

Chapter Six Planning, Strategy, and Competitive Advantage

Part Four Organizing and Change

Chapter Seven Designing Organizational Structure

Chapter Eight Organizational Control and Change

Part Five Leading Individuals and Groups

Chapter Nine Motivation

Chapter Ten Leaders and Leadership

Chapter Eleven Effective Team Management

Chapter Twelve Building and Managing Human Resources

Part Six Controlling Essential Activities and Processes

Chapter Thirteen Effective Communication

Chapter Fourteen Operations Management: Managing Operations and Processes

Appendix B: Career Development

Assessment Methods:

Participation, Midterm Exam, Project, Final Exam

Required Textbooks/Reading:

Title	Author(s)	Publisher	Year
Essentials of Contemporary Management	Gareth Jones and Jennifer George		2020
Management: Leading & Collaborating in a Competitive World	Thomas Bateman and Robert Konopaske and Scott Snell		2020