



# MANAGEMENT & ENTREPRENEURSHIP

Think strategically, act responsibly, manage diverse teams, and stay at the forefront of innovation.

In successful organizations, leaders work together to ensure that teams function effectively, investment in human resources yields positive returns for both employees and their employer, and decisions take into account human factors as well as the bottom line. At Santa Clara University, students taking courses in the management and entrepreneurship department gain a broad perspective of the challenges faced by businesses today, and develop the skills and abilities needed to become leaders in successful organizations, large or small.

## MANAGEMENT MAJOR

Management majors develop capabilities in areas such as strategic analysis, ethical decision making, human resource management, team management and organization, international business, organizational development, and leadership. Students of management develop an appreciation for teamwork as well as an understanding of how a globalized workplace demands new approaches to problem-solving.

## FACULTY SCHOLARSHIP

Internationally known for research in business ethics, entrepreneurship, strategy, leadership, organizational behavior,

organizational theory, social entrepreneurship, and spirituality, faculty scholars also contribute expertise to the dynamic business environment of Silicon Valley. Their work with local, national, and global companies ensures that cutting-edge cases are presented in the classroom and that company leaders are acquainted with our students, their talents, and their ambitions.

## CAREERS IN MANAGEMENT

Those who develop generalized management skills find a broad array of employment opportunities, including human resource management, management consulting for international consulting firms, retail management, leadership in family and small businesses, sales management, and product management. In addition, the management major provides excellent preparation for young entrepreneurs and sole proprietors. Recent graduates are working in positions at a variety of firms, such as Google, Cisco Systems, eHealth, Symantec, WebEx, Lockheed Martin Corporation, Catholic Charities of Santa Clara County, Morgan Stanley, Booz Allen & Hamilton, Inc., Agilent Technologies, AT&T, Seagate Technology, Cadence Design Systems, and Target.



## Requirements for the Management Major

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|--------------------------|----------|--|
| <input type="checkbox"/> | MGMT 174 | <b>Social Psychology of Leadership</b> |
|--------------------------|----------|--|

Four upper-division management electives:

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|--------------------------|----------|--|
| <input type="checkbox"/> | MGMT 110 | <b>Global Microfinance for Entrepreneurship</b>                          |
| <input type="checkbox"/> | MGMT 164 | <b>Introduction to Entrepreneurship</b>                                  |
| <input type="checkbox"/> | MGMT 165 | <b>Building a Business</b>   |
| <input type="checkbox"/> | MGMT 166 | <b>Human Resource Management</b>   |
| <input type="checkbox"/> | MGMT 167 | <b>Venture Capitalist Essentials</b>                                     |
| <input type="checkbox"/> | MGMT 169 | <b>Business and Public Policy</b>  |
| <input type="checkbox"/> | MGMT 170 | <b>International Management</b>  |
| <input type="checkbox"/> | MGMT 171 | <b>Managerial Communication</b>  |
| <input type="checkbox"/> | MGMT 172 | <b>Social Entrepreneurship</b>   |
| <input type="checkbox"/> | MGMT 173 | <b>Resources, Food, and the Environment</b>                              |
| <input type="checkbox"/> | MGMT 175 | <b>Flourishing at Work</b>   |
| <input type="checkbox"/> | MGMT 176 | <b>Sustainable Food Systems</b>  |
| <input type="checkbox"/> | MGMT 177 | <b>Globalization and the Cultures of Innovation and Entrepreneurship</b> |
| <input type="checkbox"/> | MGMT 178 | <b>Business and Human Rights</b>   |
| <input type="checkbox"/> | MGMT 179 | <b>Risk Management</b>   |
| <input type="checkbox"/> | MGMT 180 | <b>Negotiation Skills in Business</b>                                    |
| <input type="checkbox"/> | MGMT 181 | <b>Conscientious Capitalism</b>  |

\*In addition to University Core Curriculum and Leavey School of Business requirements for B.S. degree in Commerce.

\*\*See the Santa Clara University Undergraduate Bulletin for a full listing of Management courses.

### ENTREPRENEURSHIP MINOR

Students completing the minor will develop an understanding of the venture creation process including how to generate and develop new business concepts, identify and evaluate entrepreneurial opportunities, use data and analysis to create and evaluate business plans, and evaluate funding options for a new venture. All entrepreneurship minors will intern with an emerging for-profit startup or socially-beneficial organization.

### INTERNATIONAL BUSINESS MINOR

International Business minor is designed to educate students in a broad range of management and business skills in a global context. The program includes coursework in language, social science, and international business, and is open to all undergraduate students. The minor provides students with an understanding of the social, economic, and political context of international business, the language communication skills, and the business skills to be effective managers in a global marketplace. Students are encouraged to participate in a study abroad program or internship to complement this minor.



#### Management and Entrepreneurship Department

Leavey School of Business    management@scu.edu  
Santa Clara University    408-554-4469  
500 El Camino Real    scu.edu/business/management  
Santa Clara, CA 95053

