

Management



Why Management?

The degree in Management emphasizes broad management competencies in finance, marketing, human resources, economics, law and computers. All of these competencies are needed in industry, non-profit and service organizations. The study of management focuses on how organizations develop and use strategies to compete in domestic and global arenas within the increasingly complex and changing social, political, economic and technological environment.

In this program you are encouraged to relate theoretical learning to practice and establish bridges between the classroom and the work environment. The Management degree provides the framework for successful management careers in high-tech industries, manufacturing, banking and finance, healthcare, communications, service industries and non-profit organizations.

Degree & Certificate Options

The Management program offers the following degrees and certificates:

- Management Associate of Science (A.S.)
- Human Resource Management Certificate
- Management Certificate
- Small Business Management Certificate

Acquired Skills

Students who graduate from this program will be able to:

- Articulate the fundamentals of management theory and practices.
- Demonstrate written and oral proficiency in business communications.
- Understand the foundations and importance of business ethics.
- Demonstrate competency in fundamental areas of business: accounting, marketing, human resources, finance, computers, economics, and business law.
- Articulate the necessity for a commitment to life-long learning to ensure employability.

ACBSP
ACCREDITED

The Department of Business Studies is nationally accredited by the Accreditation Council for Business Schools and Programs (ACBSP). This national accreditation allows business graduates to transfer to accredited 4-year colleges throughout the country.

Potential Jobs

- Administrator
- Entry-Level Manager
- Lodging Managers
- Marketing Assistant/Coordinator
- Human Resources Professional
- Purchasing Manager

Potential Salary*

There is a wide range of jobs in the management industry. See below for the average annual salary range in NH for a **Purchasing Manager**.

ENTRY LEVEL	MID-RANGE	EXPERIENCED
\$89,516	\$139,247	\$194,169

*Career Coach 2024, mccnh.lightcastcc.com

Transfer Opportunities

Students in the Management Program can successfully transfer to other 4-year colleges, including:

- Franklin Pierce University
- Franklin University (online)
- UNH College of Professional Studies
- Keene State College
- New England College
- Plymouth State University
- Rivier University
- Southern NH University
- UNH Manchester
- ...and many more!

Management ranks in the top-five targeted degrees in the service, government and non-profit sectors according to the National Association of Colleges and Employers (NACE).

mccnh.edu

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Degree & Certificate Requirements

Management Degree

Degree Program - First Year

First Year	Fall Semester	TH	LAB	CR
ACCT113M	Intro to Accounting and Financial Reporting I	3	0	3
BUS110M	Introduction to Business	3	0	3
CIS110M	Microsoft® Computer Applications 1	2	2	3
ENGL110XM or ENGL110M	College Composition I with Corequisite or College Composition I	4/4*	2/0*	5*/4*
FYE100M	MCC Essentials	1	0	1
Total		13	2/4*	14/15*

First Year	Spring Semester	TH	LAB	CR
ACCT123M	Accounting and Financial Reporting II	3	0	3
BUS114M	Business Management	3	0	3
MATH145M, MATH 145XM or MATH200M	Math Elective: Quantitative Reasoning Quantitative Reasoning Corequisite Finite Mathematics	4/4/4*	0/2/0*	4/5/4*
MKTG125M	Principles of Marketing: A Global Perspective	3	0	3
	Business Elective (ACCT, BUS, FIN, or MKTG)	3	0	3
Total		16	0/2/0*	16/17*

Degree Program - Second Year

Second Year	Fall Semester	TH	LAB	CR
BUS124M	Entrepreneurship and Small Business Management	3	0	3
BUS212M	Business Law I	3	0	3
PHIL240M	Ethics	3	0	3
ECON134M	Macroeconomics	3	0	3
MATH202M	Probability and Statistics	4	0	4
Total		16	0	16

Second Year	Spring Semester	TH	LAB	CR
BUS210M	Business Communications	3	0	3
BUS221M	Business Finance	3	0	3
ECON135M	Microeconomics	3	0	3
BUS224M	Human Resource Management	3	0	3
	Science Elective (BIOL, CHEM, ENVS, ESCI, GEOL or PHYS)	3	0	3
Total		16	0	16
Total Credits - 61/62/63*				

*Number of credits for this requirement is determined by advisor recommended placement.

Management Certificate

Note: These classes do NOT need to be completed in order.

		TH	LAB	CR
ACCT113M	Intro to Accounting and Financial Reporting I	3	0	3
ACCT123M	Intro to Accounting and Financial Reporting II	3	0	3
BUS114M	Business Management	3	0	3
BUS212M	Business Law I	3	0	3
BUS224M	Human Resource Management	3	0	3
	Business Elective (ACCT, BUS, FIN, MKTG)	3	0	3
Total Credits - 18				

Human Resource Management Certificate

This certificate prepares students interested in human resource management (HRM) for entry-level careers in the field. Students will be prepared to continue their education at the bachelor degree level if desired. The certificate is also valuable to individuals currently in the field of HRM who wish to earn a certificate to demonstrate proficiency in the specific subject areas of HRM.

Note: These classes do NOT need to be completed in order.

		TH	LAB	CR
BUS114M	Business Management	3	0	3
BUS216M	Organizational Behavior	3	0	3
BUS224M	Human Resource Management	3	0	3
BUS225M	Effective Human Relations	3	0	3
BUS226M	Employment and Labor Law	3	0	3
BUS227M	Training and Development	3	0	3
Total Credits - 18				

Small Business Management Certificate

This certificate teaches the student to set up and manage a business. It will cover all aspects of running a business from creating a successful business plan, setting up and maintaining the books, hiring and managing employees, to promoting the business. This certificate is designed for the technical trade person or small business owner who has the technical skills and now wants to learn how to run the business.

Note: These classes do NOT need to be completed in order.

		TH	LAB	CR
ACCT100M	Bookkeeping for Small Business	2	2	3
BUS114M	Business Management	3	0	3
BUS124M	Entrepreneurship and Small Business Management	3	0	3
BUS212M	Business Law I	3	0	3
BUS224M	Human Resource Management	3	0	3
MKTG125M	Principles of Marketing: A Global Perspective	3	0	3
Total Credits - 18				

NOTE: Students have the option to complete the Management program in-person, online or using a combination of both!

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All courses and degree requirements are subject to change. For the most current information on MCC programs, see mccnh.edu/programs.

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