

Syllabus

"Management"

Credit points: 5

Days of the classes: Wednesday

Time of the classes: 12:20 – 13:50 Moscow time

A. Course outline

The course Management comprises four main parts covering the main spheres of organizational life: an individual and organization, organizational strategies, structures and organizational processes. The course uses case study as the main method of learning.

B. Course objectives

- To introduce students to the main concepts of the theory of management;
- To address ethical issues of management;
- To develop practical skills in team working, decision making and applying theoretical knowledge to real life situations.

C. Textbooks

(1) *Laurie J Mullins* Management and Organizational Behavior, 7th edition

D. Assessment details

The final grade consists of:

Contribution during seminars	30%
Intermediate test	20%
Final test	20%
Research project	15%
Project presentation	15%

Research project is a research that either addresses an issue facing an organization or range of organizations or analyses a decision to be made by an organization or range of organizations. The research project will be made in teams of 3-5 students. Students should provide a research proposal and the final project. The presentation of the projects will take part during the last class of the course.

Group should pick up a specific international company presented at the Russian market in one of the following industries:

- Banking
- Automotive
- Retail
- Telecommunications

and answer following questions:

1. Identify market entry strategy used by the company (using Ansoff matrix)
2. Evaluate current growth strategies of the company
3. What were the specific decisions concerning business functions when company entered/operates in Russia (HR, marketing, operations/productions, communications, corporate culture, etc.)?

The written report should not exceed 2000 words and should cover the mentioned above questions and contain introduction and conclusion with recommendations.

The written report and presentation should be upload to the course page (on.econ.msu.ru)

Tests

Intermediate test consists of open questions with short answers.

Final test will contain 4 open questions on decision making, communication, organizational culture and leadership.

E. Course outline

Topics
Introduction to the course. The nature of management. (Readings: Chapter 6) Business Ethics and Social Responsibility (Readings: Chapters 9-12)
The process of Perception The Individual and Organization Individual Differences
Work Motivation and Rewards
Organization Structure and Design Strategic Management: Mission, Goals, and Strategy (Readings: Chapter 5) (Readings: Chapters 15-16)
Intermediate Test
Organizational Control and Power The Nature of Leadership (Readings: Chapters 8, 21)
Communication and Decision-Making (Readings: Chapter 14)
Organizational Development: Culture, Conflict, and Change (Readings: Chapter 22)
Final Test Presentation of the Research Projects