

Leadership and Management

Leadership and Management Major

Undergraduate Program in New Brunswick

The Field

The Management and Global Business department equips students with necessary tools and skills needed to manage and lead in the globally integrated economy. Management is the act of getting people together to accomplish desired goals and objectives using available resources efficiently and effectively. With a focus on organizations and employees, managers are involved in planning, organizing, staffing, controlling and leading an organization.

The department also offers specialized courses in the field of international business and entrepreneurship to prepare future leaders for the global economy. In a global economy, the success and survival of companies is dependent on their ability to expand into new markets for customers as well as production. Companies are looking for professionals who understand the importance of global reach, and can help firms succeed in the global markets.

Key Facts

- Rutgers Business School offers various global study trips to Asia and Latin America

- Management graduates have the flexibility to work in a variety of different industries
- Salary levels depend on the type of industry and location
- Management curriculum gives students a broad understanding and foundation of the way businesses are run
- Managers should keep an eye on key industry trends and understand how to be an effective leader

Career Paths

Management careers are found in a variety of industries, as good management is essential to all businesses. Managers oversee the work of others who may specialize in a functional area such as accounting, marketing, finance, or supply chain management by coordinating different activities and building cooperation among workers. Managers are often required to play a variety of roles which require a solid understanding of functional areas as well as leadership and decision making capabilities. Students are trained not only how to be effective managers, but also how to be effective leaders.

Leadership and Management graduates find work related to strategy and business analytics, business development, area and brand managers, and team leads in cross-functional teams. Graduates specializing in international business find employment in multinational companies involved in import and export business as well as foreign companies operating in the United States.

Sample Occupations

- Advertising Account Executive
- Branch Manager
- Credit Manager/Loan Officer
- Entrepreneur
- Insurance Agent/Broker

- Inventory Control Specialist
- Market Research Analyst
- Property Manager
- Purchasing Agent

Compensation

Compensation of Leadership and Management graduates depends on the type of job and other functional specializations.

How to Apply

- [Learn more about the admissions process \(/undergraduate-new-brunswick/admissions\)](#).
- [\(PDF\) Leadership and Management Major factsheet \(/sites/default/files/documents/factsheet-undergraduate-new-brunswick-leadership-management-major.pdf\)](#).

Curriculum

RBS Core Courses

Required Courses

REQUIRED LEADERSHIP AND MANAGEMENT COURSES

Course	Credits	Notes and Prerequisites
33:620:369 International Business	3	pre-reqs: 33:620:301
33:620:410 Executive Leadership	3	pre-reqs: 33:620:302
Leadership and Management elective	3	from the required electives list
Leadership and Management elective	3	from the required electives list
Leadership and Management elective	3	from the required electives or additional electives list
Leadership and Management elective	3	from the required electives or additional electives list
Credit Total	18	

Required Elective Courses

AT LEAST TWO COURSE FROM THE FOLLOWING ELECTIVES

Course	Credits	Notes and Prerequisites
33:620:362 Effective Leadership Communications	3	pre-req: 33:620:302
33:620:330 Women Leading in Business	3	pre-req: 33:620:301
33:620:320 Cross Cultural Management	3	pre-req: 33:620:301
33:620:350 Negotiations	3	pre-reqs: 33:620:300 or 33:620:301
33:620:370 Diversity, Equity, and Inclusion in Management and Organizations	3	pre-req: 33:620:301
33:620:430 Team Building & Group Processes	3	pre-req: 33:620:301

Additional Elective Courses

AT MOST TWO COURSES FROM THE FOLLOWING ELECTIVES

Course	Credits	Notes and Prerequisites
33:620:355 Managing Technological Innovation: In-House Entrepreneurship	3	pre-req: 33:620:301
33:620:365 Management of Human Resources	3	pre-req: 33:620:301
33:620:402 Global Management & Strategy	3	pre-req: 33:620:301
33:620:425 Management Consulting	3	pre-req: 33:620:301
33:620:470 Special Topics in Sports Business	3	
33:620:479 Doing Business In...	3	
33:620:486 Special Topics in the Music Industry	3	
33:620:498 Independent Management Projects	3	pre-req: 33:620:301
33:382:302 Introduction to Entrepreneurship	3	
33:382:303 Managing Growing	3	pre-req: 33:382:302

Leadership and Management Major Special Notes

- Starting in Summer 2024, 33:390:310 Financial Management for Finance majors will not be offered. All RBS students will take 33:390:300 Financial Management regardless of major. A grade of B or higher will be required in 33:390:300 to declare the finance major or finance concentration and to take any additional courses in the finance department.
- If you major in Accounting as your first, second or third major, you are required to take 33:010:458 Accounting Information System and 33:140:320 Business Law I. You will not earn credit for taking 33:136:370 Management Information System. You can earn credit towards graduation if you take 33:522:334 Business Ethics but it will not fulfill a major requirement.
- Students with more than one Business School major may only double count **one** RBS course between those majors.
- **Leadership and Management Curriculum Guidesheet**
(<https://myrbs.business.rutgers.edu/sites/default/files/uploads/ugnb-students/info-sheet-management.pdf>).
- **Course Descriptions/Syllabus Directory**
(<https://myrbs.business.rutgers.edu/syllabi>).
- **Management and Global Business Department**
(<https://www.business.rutgers.edu/faculty-research/management-global-business>).

