

Business Management—Fall 2012
BUS 132 Code: 10664, AG 132 Code: 10878

Course Information

Class Hours and Location: R 6:30-9:40p, Room 411

Instructor: Mr. Beckley; Office: 207; Phone: (760) 355-6324

Email: jeff.beckley@imperial.edu

Office Hours: M, W: 7:50-8:35a, 6:00-6:30p; T: 8:00-8:30a; R: 8:00-8:30a, 6:00-6:30p

Text and Required Course Materials

Robbins, Decenzo and Coulter, Fundamentals of Management, 8th edition, Pearson Education, Inc., publishing as Prentice Hall, 2013

Course Description: See IVC Catalog

Course Objectives/Student Learning Outcomes:

Upon completion of this course, the student will be able to:

1. Demonstrate an ability to productively work as a team member with people of diverse experiences and backgrounds by exchanging ideas and viewpoints with other team members to develop a united position for negotiating a solution to a common business problem as posed in a negotiation scenario
2. Identify and define the four functions of management and describe how each element applies to managers in a typical business environment
3. Identify and define the steps of the managerial decision-making process and follow the steps to make a decision in a simulated business case.

Evaluation

		<u>Grade Scale</u>
Mid-term Exam	100	A = 315-350
Final Exam	100	B = 280-314
Class Exercises and Homework	150	C = 245-279
Total	350	D = 210-244

Note on Exams: Each student will need to provide a Scantron (100) and a # 2 pencil for each exam. There will be no make-up exams.

Note on Homework: Homework must be turned in on the date assigned to receive full credit. Homework may be turned in one class period late for up to one-half credit. No homework will be accepted that is more than one class period late.

Approximately one-third of the homework points will come from negotiation exercises. You must attend class on the day(s) of the negotiation exercise(s) and actively participate in the negotiations to receive points. The rest of the homework points will be for in-class and/or assigned out-of-class activities.

Attendance Policy: Students are expected to be in class and to contribute to the learning environment. If a student is absent from class, it is the student's responsibility to obtain class notes for that day's lecture. Please see the IVC General Catalog for additional

details on attendance requirements. These requirements will be followed in this class. Please turn off cell phones when in class. Cheating will not be tolerated.

Note from Disabled Students Programs and Services:

Any student with a documented disability who may need educational accommodations should notify the instructor or the Disabled Student Programs and Services (DSP&S) office as soon as possible at: DSP&S, Room 2117, Health Sciences Building, (760) 355-6312.

Tentative Course Outline

Week 1—Introduction
Week 2—Chapter 1
Week 3—Chapter 2
Week 4—Chapter 3
Week 5—Chapter 4
Week 6—Chapter 5
Week 7—Review, Mid-term Exam
Week 8—Chapter 6
Week 9—Chapter 8
Week 10—Negotiation Exercise
Week 11—Chapter 9, 10
Week 12—Chapter 10, 11
Week 13—Chapter 14
Week 14—Thanksgiving Holiday
Week 15—Review
Week 16—Final Exam

Final Note

The above schedule and procedures are subject to change in the event of extenuating circumstances.