

**Business Management—Fall 2013**  
**BUS 132 Code: 10940; AG 132 Code: 10038**

**Course Information**

Class Hours and Location: R 6:30-9:40p, Room 201

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

Email: [jeff.beckley@imperial.edu](mailto:jeff.beckley@imperial.edu)

Office Hours: M: 10:50-11:50a, 2:55-3:25p; T: 2:20-3:05p, 6:10-6:40p; W: 11:05-11:50a;

R: 2:35-3:05p

**Text and Required Course Materials**

Robbins, Decenzo and Coulter, Fundamentals of Management, 8<sup>th</sup> 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**

Mid-term Exam

100

Final Exam

100

Class Exercises and Homework

150

**Total**

**350**

**Grade Scale**

A = 315-350

B = 280-314

C = 245-279

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 derive from assigned in-class and/or 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  
Week 12—Chapter 10  
Week 13—Chapter 11  
Week 14—Chapter 14, Review  
Week 15—Thanksgiving Holiday  
Week 16—Final Exam

**Final Note**

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