



## Leadership and Management Major - Newark

### The Field

---

The Leadership and Management Major equips students with the necessary tools and skills needed to lead in today's globally integrated economy. Leadership skills are required for practically all jobs identified across industries. 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.

### 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.

### Compensation

---

According to the Bureau of Labor Statistics, U.S. Department of Labor, *Occupational Outlook Handbook*, 2019 Edition, Management Analysts, graduates with bachelor's degrees in Leadership & Management received offers with a median salary of \$85,260.

### Key Facts:

---

- Rutgers Business School ranked Top Undergraduate Business School in the US *Poets & Quants*, 2020
- The MGB department offers various global study trips to Asia and Latin America
- Leadership and Management graduates have the flexibility to work in a variety of different industries and positions
- The Leadership and Management curriculum gives students a broad understanding and foundation of the way businesses are run

## Path to Major

---

### Required Courses (3 credits)

COURSE#	TITLE	CREDITS
620:410	Executive Leadership	3

### Elective Courses (6 credits)

COURSE#	TITLE	CREDITS
620:362	Effective Leadership Communications	3
620:330	Women Leading in Business	3
620:320	Cross Cultural Management	3
620:350	Negotiations	3
620:370	Diversity, Equity, and Inclusion in Management and Organizations	3
620:430	Team Building & Group Processes	3

### Other Courses (6 credits)

COURSE#	TITLE	CREDITS
620:355	Managing Technological Innovation: In-House Entrepreneurship	3
620:365	Management of Human Resources	3
620:402	Global Management & Strategy	3
620:425	Management Consulting	3
620:486	Special Topics in the Music Industry	3
620:493	Special Topics in Sports Business	3
620:498	Independent Management Projects	3
382:302	Introduction to Entrepreneurship	3
382:303	Managing Growing Ventures	3
382:310	Social Entrepreneurship	3
382:340	Creativity, Innovation, and Entrepreneurship	3
382:342	Urban Entrepreneurship and Economic Development	3
382:360	Technology Ventures	3

Visit our website for more information:

<https://www.business.rutgers.edu/undergraduate-newark/leadership-and-management>

