

Saint Paul Consortium  
Articulated College Credit (ACC) Agreement  
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**Agreement Name:** Management Fundamentals

**Agreement Last Reviewed:** 2017

**Next Review Date:** 2019

College	Course Name	Course Prefix	Course Number	Course Credits
Saint Paul College	Management Fundamentals	BUSN	2450	3

The course includes the history of management theory with emphasis on forces of change that have resulted in a changing view of the business world for managers. Principle management functions covered are planning, organizing, leading and the process of control as an information feedback function for increasing productivity. Emphasis is on the integration of all management functions into one effort for visionary, effective and efficient operations.

**Curriculum Content Objectives:**

To receive credit, students will master 100% of the following content objectives:

1. Explain what a manager is and how the role of a manager has changed.
2. Distinguish between efficiency and effectiveness.
3. Describe what an organization is and how the concept of an organization has changed.
4. Explain how culture constrains managers.
5. Discuss the manager's role in helping organizations achieve high levels of performance.
6. Define the motivation process.
7. Define the characteristics of effective teams.
8. Explain the barriers to effective interpersonal communication and how to overcome them.

**Assessments:**

Students must achieve no less than 80% or B for a final grade in the high school course to receive ACC.

**ACC Concept:**

Skills for selected courses, required for graduation in programs at the colleges participating in this regional agreement are taught in our schools using the assessments developed collaboratively by secondary and post-secondary staff. High School credit is earned and college credits are earned if the student meets the college achievement.