2012

MGMT 300-03 Managerial Behavior

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Syllabus - MNGT 300-03  Spring 2012  
Managerial Behavior T-Th 2:30 – 3:45
10 Jan – 04 May

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Required Texts:

Essentials of Contemporary Management, 2th Edition, Jones & George, publisher:  
On Caring, Milton Mayeroff

Course Objectives:

This course is an introduction to major theories and principles of management. This course focuses on problems involved in maintaining an effective and efficient organization.

The class is an active learning environment in which students discuss management concepts, work on group projects, prepare and deliver research papers, and guide the discussion of the related material. In this format students learn a great deal from working together, but only if everyone openly exchanges ideas and experiences.

Chapter Readings & Case Studies – Each student will be assigned as a member of a team. Each team will be responsible for preparing case studies, as assigned. Each team will appoint a different leader for each case study. It is the leader’s responsibility to ensure that each team member contributes to the case preparation and that the case write-up is completed and submitted when due. The team will be responsible for a write-up on each assigned case (~ 3 pages), and for leading a class discussion of the case and of related text material. The team is responsible for preparing a list of guided-discussion questions to be used in leading the discussion. These discussion questions will be submitted, along with the write-up, for grading.

Quizzes – End-of-Chapter quizzes will be assigned as homework (on Blackboard).

Book Report – Each team will prepare a summary of the book (~10 pages) exploring behavior in organizations. Each team will present a summary of the book to the class.

On Caring report - Each student will prepare an analysis (~10 pages) of the implications for managers from this book.

Grading: Distribution Standards
(25%) Book Report 90% - 100% = A
(25%) Closing Cases 80% - 89% = B
(25%) End-of-Chapter Quizzes 70% - 79% = C
(25%) On Caring analysis 60% - 69% = D

Letter grades assigned to case studies and Research Papers will carry mid-point weight, i.e., A = 95%, B = 85%.
Schedule of Assignments:

Book reports are due by 13 Mar. Sooner is better.

On Caring analyses are due 26 Apr. Sooner is better

Case-Study Assignments: Case studies will be in-class discussions.

<table>
<thead>
<tr>
<th>Week</th>
<th>2:30 – 3:45</th>
<th>Tue</th>
<th>Chapter</th>
<th>Chapter</th>
<th>Thur Cases</th>
<th>Team</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>10 Jan</td>
<td></td>
<td>Intro</td>
<td></td>
<td>12 Jan</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>17 Jan</td>
<td></td>
<td>History of mgmt</td>
<td>1 Appendix A</td>
<td>19 Jan</td>
<td>History of mgmt / MBTI</td>
</tr>
<tr>
<td>3</td>
<td>24 Jan</td>
<td>Intro to personality 1</td>
<td>26 Jan</td>
<td></td>
<td>Intro to personality 2</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>31 Jan</td>
<td>Ethical traditions</td>
<td>02 Feb</td>
<td>The Globe … p.384</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>15 Teams</td>
<td></td>
<td>Managing at a Distance p.385</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>07 Feb</td>
<td>Why ethics</td>
<td>1 Evolution of mgmt</td>
<td>09 Feb</td>
<td>CEO Succession p.31 Outsider at Ford p.32</td>
<td>3</td>
</tr>
<tr>
<td>6</td>
<td>14 Feb</td>
<td>Video: systems</td>
<td>2 Values, Attitudes …</td>
<td>3 Emotion</td>
<td>16 Feb</td>
<td>Weaving … p.75 Steely Resolve p.76</td>
</tr>
<tr>
<td>7</td>
<td>21 Feb</td>
<td>Cynicism</td>
<td>3 Ethics and Diversity</td>
<td>4 Ethics</td>
<td>23 Feb</td>
<td>Factories Fail … p.116 Don’t Treat Them … p.117</td>
</tr>
<tr>
<td></td>
<td></td>
<td>6 Planning</td>
<td>8 Planning</td>
<td></td>
<td>01 Mar</td>
<td>How Acer is … p.219 P &amp; G … p.220</td>
</tr>
<tr>
<td>8</td>
<td>28 Feb</td>
<td>The case against performance appraisal</td>
<td>08 Mar</td>
<td>Spring Break</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>06 Mar</td>
<td>Spring Break</td>
<td>15 Mar</td>
<td>Book Presentations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>13 Mar</td>
<td>Book Presentations</td>
<td>15 Mar</td>
<td>Book Presentations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>27 Mar</td>
<td>Motivation 1</td>
<td>8 Control &amp; Change</td>
<td>10 Structure</td>
<td>28 Mar</td>
<td>Amazon p.290 P &amp; G p.419</td>
</tr>
<tr>
<td>13</td>
<td>03 Apr</td>
<td>Motivation 2</td>
<td>9 Motivation</td>
<td>11 Control &amp; Change</td>
<td>05 Apr</td>
<td>The Chore … p.322 Unequal Perks p.323</td>
</tr>
<tr>
<td>14</td>
<td>10 Apr</td>
<td>The case against MBO</td>
<td>10 Leadership</td>
<td>13 Motivation</td>
<td>12 Apr</td>
<td>Are People … p.352 Taking the Ted Out … p.353</td>
</tr>
<tr>
<td>15</td>
<td>17 Apr</td>
<td>Social security</td>
<td>14 Leadership</td>
<td>19 Apr</td>
<td>Video: stress</td>
<td>7</td>
</tr>
<tr>
<td>16</td>
<td>24 Apr</td>
<td></td>
<td></td>
<td></td>
<td>26 Mar</td>
<td>On Caring Discussion</td>
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Chapter quizzes:

All quizzes will be given on Blackboard and are to be completed on or before the day of the chapter discussion.

Supplemental Texts:

**Why We Do What We Do**: Understanding Self-Motivation, by Edward L. Deci, Richard Flaste

**Punished by Rewards: The Trouble with Gold Stars, Incentive Plans, As, Praise, and Other Bribes** by Alfie Kohn

**Dr Deming: The American Who Taught the Japanese about Quality**, Rafael Aguayo

**The Metaknowledge Advantage**: The Key to Success in the New Economy, Rafael Aguayo

**The Human Side of Enterprise**, Douglas McGregor

**Theory Z**, William Ouchi

**The American Samurai**, William Lareau

**Deming management method**, Mary Walton

**Out of the Crisis**, W. Edwards Deming


**The Brighter Side of Human Nature: Altruism and Empathy in Everyday Life**, Alfie Kohn

**Drive**: The Surprising Truth about What Motivates Us, Daniel Pink

**The Machine that Changed the World**, Womack, Jones, Roos

**Toyota Kata**: Managing People for Improvement, Adaptiveness, and Superior Results, Mike Rother

**Managing to Learn**: Using the A3 Management Process, John Shook
