

BA MANAGEMENT GOAL CHECKLIST

BA MANAGEMENT

1. GOAL: TEAM DYNAMICS

MGT-200: Leadership and Team Building

COMPETENCY	MASTERED
MGT-20126 Develop as a Leader	<input type="checkbox"/>
COM-20098 Emotional Intelligence	<input type="checkbox"/>
MGT-20125 Leading Teams	<input type="checkbox"/>

2. GOAL: KNOW YOUR AUDIENCE

COM-225: Communication with Diverse Audiences

COMPETENCY	MASTERED
COM-20091 Ethical Use of Audience Info	<input type="checkbox"/>
COM-20110 Audience Segmentation	<input type="checkbox"/>
COM-30122 Adjust for Diverse Audiences	<input type="checkbox"/>

3. GOAL: FOUNDATIONS OF MANAGEMENT

OL-215: Principles of Management

COMPETENCY	MASTERED
MGT-20062 Management Skills	<input type="checkbox"/>
MGT-20127 Management Styles	<input type="checkbox"/>
COM-20128 Manage Conflict	<input type="checkbox"/>

4. GOAL: ORGANIZATIONAL BEHAVIOR

OL-342: Organizational Behavior

COMPETENCY	MASTERED
MGT-20135 Organizational Culture	<input type="checkbox"/>
MGT-20136 Organizational Behavior	<input type="checkbox"/>
MGT-20137 Align Organizational Climate	<input type="checkbox"/>

5. GOAL: DEFINING AND COMMUNICATING A BRAND

COM-430: Organizational Communications

COMPETENCY	MASTERED
COM-30093 Craft Messages for Projects	<input type="checkbox"/>
COM-30114 Mission-Aligned Communications	<input type="checkbox"/>
COM-20118 Best Practices for Brand	<input type="checkbox"/>

6. GOAL: HUMAN RESOURCE MANAGEMENT

OL-211: Human Resource Management

COMPETENCY	MASTERED
HRM-20141 Select and Retain Employees	<input type="checkbox"/>
HRM-30142 HR Management Interventions	<input type="checkbox"/>
HRM-20143 Employee Development Plans	<input type="checkbox"/>

7. GOAL: BUSINESS LAW

BUS-206: Business Law I

COMPETENCY	MASTERED
POL-10067 Elements of US Legal System	<input type="checkbox"/>
BUS-20068 Law and Ethics in Business	<input type="checkbox"/>
BUS-20069 Law and Business Situations	<input type="checkbox"/>

8. GOAL: FOUNDATIONS OF FINANCIAL ACCOUNTING

ACC-215: Fundamentals of Financial Accounting

COMPETENCY	MASTERED
ACC-20132 Prin of Financial Accounting	<input type="checkbox"/>
ACC-20133 Financial Statements	<input type="checkbox"/>
ACC-30134 Ratios and Analysis	<input type="checkbox"/>

9. GOAL: RESOURCEFUL DECISION-MAKING

MGT-301: Resourceful Decision-Making

COMPETENCY	MASTERED
MGT-20129 Decision-Making Tools	<input type="checkbox"/>
MGT-20130 Data Informed Decisions	<input type="checkbox"/>
MGT-20131 Prioritize for Decision-Making	<input type="checkbox"/>

10. GOAL: MEASURING BUSINESS PERFORMANCE

MGT-210: Business Evaluation Techniques

COMPETENCY	MASTERED
MGT-20138 Day-to-Day Metrics	<input type="checkbox"/>
MGT-20139 Common Management Problems	<input type="checkbox"/>
MGT-20140 Operational Processes	<input type="checkbox"/>

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11. GOAL: OPERATIONAL FINANCIAL MANAGEMENT

FIN-302: Managerial Accounting and Finance

COMPETENCY		MASTERED
ECO-30144	Market Forces and Price	<input type="checkbox"/>
ACC-30145	Managerial Acct Concepts	<input type="checkbox"/>
FIN-30146	Allocate Resources	<input type="checkbox"/>

13. GOAL: MARKETING INSIGHTS

MKT-205: Applied Marketing Strategies

COMPETENCY		MASTERED
MKT-20079	Marketing Mix	<input type="checkbox"/>
MKT-20080	Marketing Channels	<input type="checkbox"/>
MKT-20081	Targeting Customers	<input type="checkbox"/>

15. GOAL: CHANGE MANAGEMENT

OL-322: Managing Organizational Change

COMPETENCY		MASTERED
MGT-30152	Impact of Business Trends	<input type="checkbox"/>
MGT-30153	Manager's Role in Change	<input type="checkbox"/>
COM-20154	Communicating Change	<input type="checkbox"/>

17. GOAL: STRATEGIC ORGANIZATIONAL ALIGNMENT

OL-421: Strategic Management and Policy

COMPETENCY		MASTERED
OL-30158	Strategic Planning Process	<input type="checkbox"/>
MGT-30159	Develop a Strategic Plan	<input type="checkbox"/>
MGT-30160	Influence and Power	<input type="checkbox"/>

12. GOAL: HIGH-PERFORMING TEAMS

MGT-300: Team Management Theory

COMPETENCY		MASTERED
MGT-30147	Foster Relationships	<input type="checkbox"/>
MGT-30148	Leadership and Followership	<input type="checkbox"/>
MGT-30149	Team Performance	<input type="checkbox"/>

14. GOAL: INTERNATIONAL PERSPECTIVES

INT-113: Introduction to International Business

COMPETENCY		MASTERED
MGT-20150	Managing Multiculturally	<input type="checkbox"/>
INT-20075	Intl Market Attractiveness	<input type="checkbox"/>
INT-20151	Environmental Factors	<input type="checkbox"/>

16. GOAL: MINDSETS FOR DESIGN & GROWTH

MGT-305: Innovation and Entrepreneurship

COMPETENCY		MASTERED
MGT-30155	Design Thinking Process	<input type="checkbox"/>
MGT-30156	Entrepreneurial Mindset	<input type="checkbox"/>
MGT-30157	Product Management Techniques	<input type="checkbox"/>

BA MANAGEMENT LOGISTICS AND OPERATIONS CONCENTRATION COMPETENCIES

18. GOAL: SERVE CUSTOMERS EFFECTIVELY

QSO-310: Management of Service Operations

COMPETENCY	MASTERED
BUS-20161 Service Operations Management	<input type="checkbox"/>
COM-20162 Customer Service Strategies	<input type="checkbox"/>
BUS-30163 Diverse Customer Base	<input type="checkbox"/>

20. GOAL: MANAGE A PROJECT

QSO-340: Project Management

COMPETENCY	MASTERED
QSO-30167 Project Management	<input type="checkbox"/>
COM-30168 Monitor Project Status	<input type="checkbox"/>
QSO-20169 Project Success or Failure	<input type="checkbox"/>

19. GOAL: OVERSEE LOGISTICS

QSO-322: Logistics Management

COMPETENCY	MASTERED
QSO-20164 Logistics Planning	<input type="checkbox"/>
QSO-30165 Inventory Management	<input type="checkbox"/>
QSO-20166 Distribution Center Efficiency	<input type="checkbox"/>

BA MANAGEMENT PUBLIC ADMINISTRATION CONCENTRATION COMPETENCIES

21. GOAL: U.S. POLITICS

POL-210: American Politics

COMPETENCY	MASTERED
POL-20170 U.S. Constitution	<input type="checkbox"/>
POL-20171 U.S. Political System	<input type="checkbox"/>
POL-20172 Solve Policy Issues	<input type="checkbox"/>

23. GOAL: POLICY ANALYSIS AND THE ROLE OF THE PUBLIC

PAD-345: Policy Analysis and the Role of the Public

COMPETENCY	MASTERED
PAD-30176 Impact of Public Policy	<input type="checkbox"/>
PAD-30177 The Public and the Government	<input type="checkbox"/>
PAD-30178 Public Policy Development	<input type="checkbox"/>

22. GOAL: PUBLIC ADMINISTRATION

PAD-330: Public Administration

COMPETENCY	MASTERED
PAD-30173 Public Admin History	<input type="checkbox"/>
PAD-30174 Federal Govt and Public Admin	<input type="checkbox"/>
PAD-30175 Public Administration	<input type="checkbox"/>

BA MANAGEMENT INSURANCE SERVICES CONCENTRATION COMPETENCIES

24. GOAL: INSURE AGAINST RISKS

FIN-260: Risk Management and Insurance

COMPETENCY		MASTERED
BUS-20270	Manage Risk	<input type="checkbox"/>
BUS-30271	Ethics and Law in Insurance	<input type="checkbox"/>
BUS-30272	Recommend Ins Products	<input type="checkbox"/>

26. GOAL: SERVE CUSTOMERS EFFECTIVELY

QSO-310: Management of Service Operations

COMPETENCY		MASTERED
BUS-20161	Service Operations Management	<input type="checkbox"/>
COM-20162	Customer Service Strategies	<input type="checkbox"/>
BUS-30163	Diverse Customer Base	<input type="checkbox"/>

25. GOAL: SELL LIKE A PROFESSIONAL

MKT-300: Advanced Professional Selling

COMPETENCY		MASTERED
COM-30273	Sales Presentation	<input type="checkbox"/>
MKT-30274	Sales Strategies	<input type="checkbox"/>
BUS-20275	Sales Departments	<input type="checkbox"/>