

# Unit Outline

## MN101

<b>Unit Name</b>	Principles of Management		
<b>Unit weighting</b>	Unit credit points: 3		
<b>Pre-requisite or co-requisite</b>	None		
<b>Delivery mode</b>	Face to face on site	Full time or part time	
<b>Location</b>	<i>Sheridan</i> 18/7 Aberdeen St, Piccadilly Square West, Perth WA 6000		
<b>Student Workload</b>	<i>Timetabled: 36 hours (3 hours per week over 12 teaching weeks)</i>  <i>Personal Study: 132 hours (9 hours per week over 12 teaching weeks + 12 hours per week over 2 non-teaching weeks)</i>  <i>Total workload: 168 hours (12 hours per week over 14 weeks)</i> <i>Academic writing support available if needed</i>		
<b>Prescribed Textbook(s)</b>	Samson, D., Donnet T., & Daft, R., (2021). <i>Management</i> (7th ed.). Cengage Learning.		
<b>Other resource requirements</b>	Access to the Learning Management System Canvas <a href="https://canvas.sheridan.edu.au">canvas.sheridan.edu.au</a>		
<b>Work-integrated learning activity</b>	Not applicable		
<b>Timetabled day and time</b>	Tuesday (9am)	<b>Room</b>	Room 6 (Pearl)
<b>Unit Coordinator</b>	Arjun J. Murthy	Phone:	6222-4222
<b>Email</b>	amurthy@sheridan.edu.au		

## Unit Description

Welcome to Principles of Management. This is an introductory unit primarily concerned with the definitions, concepts, principles, and theories necessary to develop a clear understanding of the tasks and roles managers need to play in all organisations. As there is often a wide gap evident between conventional managerial wisdom and what is practised in organisations, this unit endeavours to inform participants of likely consequences and, as such, what professional managers and leaders need to be effective. To this end, the unit also provides a broad spectrum of skills aimed at aiding in the definition of business problems, associated remedies, and the analytical, written, and presentation skills needed to convey these ideas effectively. Thus, Principles of Management is designed to provide a broad presentation of the management discipline.

## MN101 Learning Outcomes

Upon successful completion of this unit, you will be able to:

- A. Define the fundamentals of management including its control processes, functions, and roles in contemporary organisations.
- B. Identify key management issues affecting organisations in contemporary society.
- C. Demonstrate effective application of basic management frameworks in problem analysis.
- D. Identify effective remedies to address managerial problems defined in an analysis.
- E. Successfully write a sound professional management report.
- F. Conduct a presentation that engages an audience and conveys key ideas effectively.

## Sheridan Graduate Attributes

Sheridan graduates will be ...

1. Lovers of truth
2. Seekers of wisdom
3. Innovative thinkers
4. Effective communicators
5. Independent learners
6. Servant leaders

## Assessment Schedule

Assessment Type	Value	Due Date	Learning Outcomes (LOs) Assessed	Graduate Attributes (GAs) Addressed
1. Individual Case Analysis (1000 words)	20%	Week 6	A, B, C, E, F	1, 3, 5
2. Essay (2000 words)	40%	Week 10	A, B, C, D, E, F	1, 2, 3, 4, 5, 6
3. Exam	40%	Week 15	A, B, C, D, E, F	1, 2, 3, 4, 5

NB: You must submit all assessments to satisfy the unit requirements.

## 1. Individual Case Analysis

Students will be required to do an analysis of a contemporary situation in a current multinational company. **This case study analysis will be from one of the following topics below, but no more than two topics.**

- Organisation of the firm
- Goal setting and business objective
- Managing in a global environment
- Strategy formulation.

The situation must be recent and approved by the lecturer. It must highlight management issues faced by managers of this company with references from the prescribed textbook and at least five journal articles. The overall mark is worth 20% of the final mark. This assignment must be done as an individual assessment. Students must show progress to the lecturer weekly on written elements of this Case Study. Use of ChatGPT or other plagiarism tools will not be tolerated. A short ten (10) minute presentation of the outline and evidence sources for this case study must be presented to the class in week four with feedback incorporated for final submission in week six.

Assessment Type	Case Analysis Rubric				
Criteria /Grade	High Distinction (80-100%)	Distinction (70-79%)	Credit (60-69%)	Pass (50-59%)	Fail (0-49%)
<b>Identification of the main issues in the article</b>	Demonstrates a pronounced ability to identify the issues in the article	Demonstrates an ability to identify the issues in the article	Engages in identifying the issues in the article	Attempts to identify the issues in the article	No identification of the main issues in the article
<b>Analysis of the issue</b>	Demonstrates a pronounced ability to engage with the issues in the article	Demonstrates ability to engage with the issues in the article	Engages with the issues in the article	Attempts to engage with the issues in the article	No analysis of any of the issues in the article
<b>Comments on Solutions or Strategies</b>	Demonstrates a pronounced ability to propose appropriate solutions	Demonstrates ability to propose appropriate solutions	Engages in proposing appropriate solutions	Attempts to propose appropriate solutions	Demonstrates no ability to propose solutions to the problems identified in the article

## 2. Essay

The purpose of this assignment is for the student to go more deeply into the unit theory and seek improvements for this company's management practices. Sub-topics can be taken from a list given out in the first week or from a topic of choosing by the student but approved by the lecturer.

Topic List:

- Describe the firm's organisation (structure, benefits, and drawbacks) using management theory and suggest improvements to make the organisation more efficient and effective.
- Describe how the firm sets objectives and uses goal setting to reach its desired goals. Also suggest improvements to make the firm's goal setting process more efficient and effective.
- Describe how the firm's management process (planning, organising, leading, and controlling) occurs in a Global Environment. If there is a process, what are its benefits, drawbacks and main issues the organisation faces in a changing environment. Use management theory and suggest improvements to make the firm's process more efficient and effective.
- Describe how the firm formulates and sets its strategy. If there is a strategy formulation process, what are its benefits, drawbacks, and main issues the organisation faces in a changing environment. Use management theory and suggest improvements to make the firm's strategy more efficient and effective.

The essay should include an analysis and evidence of an extensive literature review (minimum 10 sources – 9 articles and your textbook). **Analysis is required of how you would apply your learning using best practice in management, with recommendations for improvement to current company's practices.** The overall mark is worth 40% of the final mark for this unit. Students must show progress to the lecturer weekly on written elements of this Essay. Use of ChatGPT or other plagiarism tools will not be tolerated. A short ten (10) minute presentation of the outline and evidence sources for this essay must be presented to the class in week eight with feedback incorporated for final submission in week 10.

Assessment Type	Essay Rubric				
Criteria /Grade	High Distinction (80-100%)	Distinction (70-79%)	Credit (60-69%)	Pass (50-59%)	Fail (0-49%)
<b>Identification of the Main Issues/Problems</b>	Evidences a sound grasp of the issues in this assignment	Evidences a grasp of the issues in this assignment	Has begun to grasp the issues in this assignment	Evidences a basic grasp of the issues in this assignment	Has not grasped the issues in this assignment
<b>Analysis of the Issues</b>	Demonstrates pronounced ability to engage with the issues in this assignment	Demonstrates ability to engage with the issues in this assignment	Demonstrates engagement with the issues in this assignment	Attempts to engage with the issues in this assignment	No analysis or engagement of the issues

<b>Engagement with a Range of Scholarly Viewpoints</b>	Shows promise in the task of critically evaluating a wide range of scholarly viewpoints	Shows promise in the task of critically evaluating a range of scholarly viewpoints	Evidences engagement with a range of scholarly viewpoints	Shows awareness of relevant scholarly viewpoints	No evidence of engagement with scholarly viewpoints
<b>Organisation and Coherence</b>	Demonstrates pronounced ability to organise logical arguments. Reasonably sophisticated transitional sentences	Demonstrates ability to organise logical arguments and coherent paragraph transitions	Engages in the organisation of logical arguments. Paragraphs may lack internal coherence	Attempts to organise logical arguments and a present a coherent structure	No recognisable organisation; lacks transitions and coherence.
<b>Language Conventions</b>	Consistently uses correct grammar and spelling	May contain a few errors which may annoy the reader, but do not impede understanding	Contains several errors which may temporarily confuse the reader, but not impede overall understanding	Errors in spelling and grammar block understanding and ability to see connections between thoughts	Consistently poor spelling and grammar, rendering it impossible for the reader to follow thinking from sentence to sentence
<b>Referencing</b>	Excellent referencing	Good referencing	Satisfactory referencing	Some referencing	No referencing

### 3. Final Exam

The final exam will be a 2-hour exam assessing all the material covered in the unit.

## Learning Resources

### Prescribed Textbook(s)

Samson, D., Donnet T., & Daft, R., (2021). *Management* (7th ed.). Cengage Learning.

### Recommended Supplementary Reading

Bartol, K., Tein, M., Matthews, G., Ritson, P and Scott-Ladd, B. (2013). *Management foundations: A Pacific Rim Focus* (3rd ed.). McGraw-Hill Irwin.

Cole, K. (2016). *Management theory and practice* (6th ed.). Pearson.

### Academic Journals

You may find relevant articles in the following journals:

- *Academy of Management Review*
- *Harvard Business Review*
- *Sloan Management Review*

Check online journals found on EBSCO and other databases.

## Weekly Schedule of Topics

### MN101 Principles of Management

**Prescribed text(s):** Samson, D., Donnet T., & Daft, R., (2021). *Management* (7th ed.). Cengage Learning

WEEK	TOPICS	PRESCRIBED READINGS	ASSESSMENTS
1	Welcome, Groups Assigned, Unit Outline & Structure; Administration Procedures; Discussion on Assessments.  Introduction to management: The changing world of management & evolution of management theory	Chapter 1 and 2	
2	Managing in a global environment Ethics and social responsibility	Chapter 4 Chapter 5	
3	Organisational planning and goal setting. Strategy formulation and implementation	Chapter 7 Chapter 8	
4	Managerial decision making	Chapters 9	
5	Designing organisational structure Managing change and innovation	Chapter 10 Chapter 11	
6	Managing human resource	Chapter 12	Individual Case Analysis Due Week 6
7	Mid-semester Study Week		
8	Leadership	Chapter 15	
9	Motivating employees	Chapter 16	
10	Communication in organisations	Chapter 17	Essay
11	Leading teams	Chapter 18	
12	Managerial quality and performance	Chapter 19	
13	Managing value chain, information technology and E-business	Chapter 20	
14	Exam Study Week		
15	Exam week		Exam