

Module Title:	Management
Language of Instruction:	English
Credits:	10
NFQ Level:	6
Module Delivered In	No Programmes
Teaching & Learning Strategies:	The main focus of the classes will be a lecture style combined with case analysis. Students will also engage in class/group discussions to deepen the understanding of the concepts covered. Theory will be supplemented using guest speakers and video material where relevant. Students will be required to work as part of a team for the presentation of a business plan.
Module Aim:	The aim of this module is: • to provide students with an introduction to management theory and its application; • to provide students with the capability of developing a basic business plan.
Learning Outcomes	
<i>On successful completion of this module the learner should be able to:</i>	
LO1	Explain the meaning of the term management including its evolution and ethical dimension
LO2	Analyse the environment of a business
LO3	Show an appreciation of entrepreneurship
LO4	Produce a basic feasibility study and business plan
LO5	Outline in detail the functions of management
Pre-requisite learning	
Module Recommendations	
<i>This is prior learning (or a practical skill) that is recommended before enrolment in this module.</i>	
No recommendations listed	
Incompatible Modules	
<i>These are modules which have learning outcomes that are too similar to the learning outcomes of this module.</i>	
No incompatible modules listed	
Co-requisite Modules	
No Co-requisite modules listed	
Requirements	
<i>This is prior learning (or a practical skill) that is mandatory before enrolment in this module is allowed.</i>	
No requirements listed	

Module Content & Assessment

Indicative Content
Introduction to Management • Functions of management • Management levels and skills • Management ethics • Evolution of management theory
The Business Environment • The macro environment • The task environment • Competitive analysis
The entrepreneurial process • Entrepreneurship • Profile of an entrepreneur • The climate for enterprise • State industrial policy • Support agencies for enterprise
The Business Plan • Idea generation • Feasibility study • Business Plan
Planning • The nature and importance of planning • Types of planning – operational, tactical and strategic. • The planning process • Business level planning • Corporate level planning
Leadership • Definition of leadership and the process of leadership • The difference between leadership and management • Leadership theories – o Trait theories o Behavioural Theories o Contingency leadership theory o Charismatic leadership theory
Motivation • Content theories of motivation • Process theories of motivation
Organising • Components of organisational structure • Universal approaches to organisational design • Contingency approaches to organisational design
Control • The nature and importance of control • Methods of control • Stages in the control process • Effective control

Assessment Breakdown	%
Continuous Assessment	20.00%
Project	20.00%
Practical	10.00%
End of Module Formal Examination	50.00%

Continuous Assessment				
Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Case Studies	Analysis of management and management approaches using case studies. In addition, an environmental analysis of case study business would take place.	1,2	20.00	n/a

Project				
Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Project	Basic business plan draft to a set template.	3,4	20.00	n/a

Practical				
Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Practical/Skills Evaluation	Presentation of the key elements of the business plan.	3,4	10.00	n/a

End of Module Formal Examination				
Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Formal Exam	Final Exam	1,2,3,4,5	50.00	End-of-Semester

SETU Carlow Campus reserves the right to alter the nature and timings of assessment

Module Workload

Workload: Full Time		
<i>Workload Type</i>	<i>Frequency</i>	<i>Average Weekly Learner Workload</i>
Lecture	30 Weeks per Stage	3.00
Independent Learning	30 Weeks per Stage	3.67
Total Hours		200.00

