Managing and Motivating People

UGBA 157.2, 2 Units

Monday 2PM-4PM, Spring 2014

**Description**

This course is designed to provide students with an understanding of the concepts and principles for managing and motivating people— at work, school or in one’s personal life.

**Objectives**

Students will learn best practices in management from companies and organizations with dynamic and positive cultures. Most class sessions will include a guest speaker– a manager or leader from a company practicing new and innovative management techniques. Students will have the opportunity to work in consulting teams of 3-4 to assess an organization’s culture and provide management suggestions. Teams will receive coaching prior to the project start on best practices for approaching potential clients, basic consulting skills, project management and interview techniques. By the end of the course, students will have the skill set to enter into managerial situations and communicate and make decisions effectively.

**Faculty Bio**

Whitney Hischier is a lecturer at Haas and a Faculty Director for the Center for Executive Education. Whitney has spent most of her career in change management and consulting both domestically as well as in Europe and Latin America. Whitney was the Assistant Dean for the Center for Executive Education at Haas from 2004-2012, spending much of her time consulting to domestic and international clients on human capital challenges and designing educational programs and HR systems to help solve them. Whitney teaches in the International Business Development and Startup Lab courses in the MBA program. She holds a BA in International Relations from Stanford University and an MBA from Haas with a Certificate in Healthcare Management.