**GENERAL EDUCATION REQUIREMENTS - 48 CREDITS**

**I. LIBERAL EDUCATION SKILLS - 12 CREDITS**

A. English Composition (3 credits)
   
   ENG 111: Writing II

B. Mathematics Requirement (3 credits)
   
   MATH 131

C. Credits to total 12 in Category I, selected from at least two of the following: Academic Support, Computer Information Science, Communication, Elementary Foreign Language, English Composition, Logic, Mathematics, Speech Communication.
   
   CIS 217

**II. LIBERAL KNOWLEDGE - 27 CREDITS**

A. Physical and Biological Sciences (9 credits) selected from at least two of the following: Biology, Chemistry, Earth Science, Mathematics, Physical Science, Physics.
   
   MATH 232

B. Social and Behavioral Sciences (9 credits) selected from at least two of the following: Anthropology, Economics, Geography, History, Political Science, Psychology, Sociology, Women’s Studies.
   
   ECON 211
   ECON 212

C. Arts and Humanities (9 credits) selected from at least two of the following: Art, English Language and Literature, Humanities, Intermediate Foreign Language and Cultures, Music, Philosophy, Speech and Theatre.

**III. HEALTH AND PERSONAL PERFORMANCE - 3 CREDITS**

A. Health and Wellness (2 credits)

B. Personal Performance (1 course and 1 credit)

**IV. GEN. ED. ELECTIVES - CREDITS TO TOTAL 48 FROM GEN. ED.**

Up to 1 credit from III.B. allowed.

MGMT 120

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**LOWER DIVISION BUSINESS CORE:**

**Business Foundation Subjects: 15 Credits**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACTG 251</td>
<td>Financial Accounting</td>
</tr>
<tr>
<td>ACTG 252</td>
<td>Managerial Accounting</td>
</tr>
<tr>
<td>Q ECON 221</td>
<td>Economics and Business Statistics I</td>
</tr>
<tr>
<td>Q ECON 222</td>
<td>Economics and Business Statistics II</td>
</tr>
<tr>
<td>V LEGL 240</td>
<td>Legal Environment of Business I</td>
</tr>
</tbody>
</table>

*(Additional Lower Division Business requirements – record semester taken below):*

- S CIS 217 or equivalent
- S ECON 211 or equivalent*
- Q MATH 131 or equivalent
- Q MATH 232 or equivalent
- MGMT 120

* Honors students and other eligible students may use ECON 215 in place of ECON 211 and ECON 212.

**UPPER DIVISION BUSINESS CORE:**

**ECON 309 or ECON 310** (Managerial Economics or Intermediate Microeconomics)

- MGMT 320: Management Theory and Practice
- MKTG 360: Principles of Marketing
- FIN 370: Financial Management
- MGMT 425: Operations Management
- W BSAD 490: Administrative Decision Making

1 Recommended course placement.
2 CIS, MATH and ECON competencies are required as part of the Lower Division Business Core. Credits may be placed under General Education. Grades for ECON 211 and ECON 212 (or ECON 215), MATH 131, MATH 232 (or its equivalent), and the Business Foundation Subjects will be used in calculating the student’s Lower Division Business Core quality point average. Refer to the University Catalog for COBAIS Academic Standards.
3 Students must meet COBAIS Academic Standards for admission to the upper division.
4 Prerequisites: MGMT 320, MKTG 360, FIN 370, and senior standing. No exceptions.

**MAJOR – at least 24 Credits (Paralegal and Accounting CPA – 33 Credits)**

**FREE ELECTIVES - 15 CREDITS (Paralegal and Accounting CPA – 6 Credits)**

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*All business majors require at least 24 credits. Each major has specific required courses listed in the catalog. Courses necessary to complete the 24 credit requirement must be business electives at the 300/400 level and/or LEGL 341 or RE 271. (Students should check the University Catalog for prerequisites and COBAIS academic standards.)*
All business majors require at least 24 credits. Each major has specific, required courses listed in the catalog. Courses necessary to complete the 24 credit requirement must be business electives at the 300/400 level and/or LEGL 341 or RE 271. Students should check the University Catalog for prerequisites and academic standards.

**DEPARTMENT OF ACCOUNTANCY**

**CPA CONCENTRATION** – 33 Credits:

- ACTG 350: Intermediate Accounting
- ACTG 351: Accounting for Equities
- ACTG 352: Cost Accounting
- ACTG 353: Personal Taxation
- ACTG 354: Auditing I
- ACTG 451: Accounting Problems
- ACTG 453: Personal Taxation
- ACTG 464: Auditing II
- ACTG 454: Comparative Accounting Systems
- LEGL 341: Legal Environment of Business I

**INDUSTRY CONCENTRATION** – 24 Credits:

- ACTG 350: Intermediate Accounting
- ACTG 351: Accounting for Equities
- ACTG 352: Cost Accounting
- ACTG 353: Personal Taxation
- ACTG 354: Auditing I
- ACTG 453: Business Taxation
- ACTG 464: Auditing II
- OR
  - ACTG 454: Comparative Accounting Systems

**DEPARTMENT OF FINANCE**

**FINANCE** - 24 credits

**CORPORATE FINANCE TRACK:**

- FIN 371: Intermediate Finance
- FIN 375: Management of Financial Institutions
- FIN 376: Investments
- W FIN 471: Financial Problems
- Plus three courses from the following:
  - ECON 370: Money and Banking
  - ECON 371: Public Finance
  - FIN 373: Fundamentals of Insurance
- W FIN 374: Property and Casualty Insurance
- FIN 377: Medical Care Finance
- FIN 378: Personal Finance
- FIN/ ACTG 463: Tax Planning
- FIN 473: Retirement and Estate Planning
- W FIN 474: Personal Financial Planning
- FIN 476: Portfolio Theory and Management
- FIN 478: Financial Modeling
- S FIN 480: Multinational Financial Management
- RE 373: Real Estate Finance
- W RE/ MKTG 471: Real Estate Market and Investment Analysis

**PERSONAL FINANCIAL PLANNING TRACK:**

- FIN 373: Fundamentals of Insurance
- FIN 375: Management of Financial Institutions
- FIN 376: Investments
- S FIN/ ACTG 463: Tax Planning
- FIN 473: Retirement and Estate Planning
- W FIN 474: Personal Financial Planning
- Plus one course from the following:
  - FIN 371: Intermediate Finance
  - W FIN 374: Property and Casualty Insurance
  - FIN 377: Medical Care Finance
- FIN 471: Financial Problems
- FIN 476: Portfolio Theory and Management
- FIN 478: Financial Modeling
- S FIN 480: Multinational Financial Management
- RE 373: Real Estate Finance
- W RE/ MKTG 471: Real Estate Market and Investment Analysis

**PARALEGAL STUDIES** - 33 Credits

- LEGL 238: Intro to Paralegal Studies
- LEGL 340: Legal Writing
- LEGL 341: Legal Environment of Business II
- LEGL 342: Methods of Legal Research
- LEGL 346: Civil Litigation
- LEGL 348: Legal Writing
- LEGL 349: Field Experience
- W LEGL 441: International Environmental Law
- LEGL 448: Advanced Legal Writing and Research
- Plus at least two courses from the following:
  - LEGL 342: Wills, Trusts, and Estates
  - LEGL 344: Administrative Law
  - LEGL 339: Family Law
  - LEGL 347: Real Estate Law
  - LEGL 428: Oil and Gas Law

**PERSONAL FINANCIAL PLANNING TRACK:**

- FIN 373: Fundamentals of Insurance
- FIN 375: Management of Financial Institutions
- S FIN 376: Investments
- FIN/ ACTG 463: Tax Planning
- FIN 473: Retirement and Estate Planning
- W FIN 474: Personal Financial Planning
- Plus one course from the following:
  - FIN 371: Intermediate Finance
  - W FIN 374: Property and Casualty Insurance
  - FIN 377: Medical Care Finance
- FIN 471: Financial Problems
- FIN 476: Portfolio Theory and Management
- FIN 478: Financial Modeling
- S FIN 480: Multinational Financial Management
- RE 373: Real Estate Finance
- W RE/ MKTG 471: Real Estate Market and Investment Analysis

Finance or other business elective
* The Personal Financial Planning Track is a registered CFP Program.

**REAL ESTATE** - 24 credits

**GENERAL REAL ESTATE TRACK:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>RE 373</td>
<td>Real Estate Finance</td>
</tr>
<tr>
<td>RE 470</td>
<td>Residential Real Estate Appraisal</td>
</tr>
<tr>
<td>W RE/</td>
<td>Real Estate Market and Investment Analysis</td>
</tr>
<tr>
<td>MKTG 471</td>
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</tbody>
</table>

International business elective and a Real Estate or other business elective

Plus at least two courses from the following:

RE/ MKTG 374: Real Estate Marketing and Brokerage
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>RE 472</td>
<td>Income Property Appraisal</td>
</tr>
<tr>
<td>RE 475</td>
<td>Real Estate Management</td>
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<tr>
<td>RE 372</td>
<td>Real Estate Law</td>
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<tr>
<td>or</td>
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<tr>
<td>LEGL 347: Real Estate Law for the Paralegal</td>
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</tbody>
</table>

Plus one course from the following:

ACTG 353: Federal Taxes
<table>
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<tr>
<th>Course</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>ACTG 453</td>
<td>Problems in Fed Tax Accounting</td>
</tr>
<tr>
<td>LEGL 341</td>
<td>Legal Environment I</td>
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<tr>
<td>legen 340</td>
<td>Environmental Law</td>
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</tbody>
</table>

W LEGL 441: International Environmental Law
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>ECON 314: Urban and Regional Economics</td>
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<tr>
<td>ECON 370: Money and Banking</td>
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<tr>
<td>ECON 470: Business Cycles and Forecasting</td>
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</table>

FIN 375: Management of Financial Institutions

S FIN 376: Investments
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<th>Title</th>
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<tr>
<td>ACTG 463: Tax Planning</td>
<td></td>
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<tr>
<td>FIN 473: Retirement and Estate Planning</td>
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<tr>
<td>MGMT 323: Problems in Small Business</td>
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<tr>
<td>S MGMT 324: Human Resources Management</td>
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<tr>
<td>S MGMT 427: Entrepreneurial Leadership Seminar</td>
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S MKTG 363: Advertising Management
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<tr>
<th>Course</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>W MKTG 461: Marketing Research</td>
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<tr>
<td>MKTG 462: Personal Selling and Sales Mgmt.</td>
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</table>

**REAL ESTATE LEGAL BUSINESS STUDIES TRACK:**

Associate’s Degree from an ABA approved program in Legal Business Studies or its equivalent

RE 373: Real Estate Finance
<table>
<thead>
<tr>
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<tbody>
<tr>
<td>RE</td>
<td></td>
</tr>
<tr>
<td>MKTG 374: Real Estate Marketing and Brokerage</td>
<td></td>
</tr>
<tr>
<td>RE 470: Real Estate Appraisal</td>
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<tr>
<td>LEGL 340: Environmental Law</td>
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<tr>
<td>LEGL 448: Advanced Legal Writing &amp; Research</td>
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</table>

Plus one of the following two courses:

RE 372: Real Estate Law
<table>
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<tr>
<th>Course</th>
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</thead>
<tbody>
<tr>
<td>LEGL 347: Real Estate Law for the Paralegal</td>
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International Business Elective and a Real Estate or other business elective

DEPARTMENT OF MANAGEMENT AND MARKETING

**MANAGEMENT** - 24 credits

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>W MGMT 321: Organizational Theory &amp; Behavior</td>
<td></td>
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<tr>
<td>MGMT 322: Management of Bus. Info. Systems</td>
<td></td>
</tr>
<tr>
<td>S MGMT 324: Human Resources Management</td>
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<tr>
<td>MGMT 426: Global Business Leadership</td>
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</tbody>
</table>

Management or other business elective

Additionally, Management majors must follow one of two tracks: General Management or Small Business Management

**GENERAL MANAGEMENT:** 9 credits

(Three courses from the following)

BSAD 437: International Business Seminar
<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>MGMT 323: Problems in Small Business</td>
<td></td>
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<tr>
<td>MGMT/ COM 426: Leadership Communication</td>
<td></td>
</tr>
<tr>
<td>S MGMT 420: Operations Research</td>
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</table>

S MGMT 423: Business, Society, & Corp. Conduct
<table>
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<tr>
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<tr>
<td>MGMT 427: Entrepreneurial Leadership Seminar</td>
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<tr>
<td>MGMT 428: Entrepreneurship</td>
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<tr>
<td>MGMT 430: Sports Management</td>
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<tr>
<td>MGMT 445: Management Seminar</td>
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<tr>
<td>MGMT 450: Quality Management</td>
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<td>MGMT 482: Collective Bargaining</td>
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<tr>
<td>MGMT 483: Compensation Management</td>
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<tr>
<td>MGMT 485: Labor Relations &amp; Public Policy</td>
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<tr>
<td>MGMT 486: Occupational Safety Management</td>
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</table>

**SMALL BUSINESS MANAGEMENT:** 9 credits

MGMT 323: Problems in Small Business
<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>MGMT 427: Entrepreneurship</td>
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<tr>
<td>MGMT 428: Entrepreneurship</td>
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</tbody>
</table>

**HUMAN RESOURCES MANAGEMENT** - 24 credits

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<th>Course</th>
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<tr>
<td>S MGMT 324: Human Resources Management</td>
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<td>MGMT 426: Global Business Leadership</td>
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<tr>
<td>MGMT 482: Collective Bargaining</td>
<td></td>
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<tr>
<td>MGMT 483: Compensation Management</td>
<td></td>
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<tr>
<td>MGMT 485: Labor Relations &amp; Public Policy</td>
<td></td>
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<tr>
<td>MGMT 486: Occupational Safety Management</td>
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</tbody>
</table>

Human Resources Management or other business elective

Plus one course from the following:

W BSAD 437: International Business Seminar
<table>
<thead>
<tr>
<th>Course</th>
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</thead>
<tbody>
<tr>
<td>HIST 363: History of American Labor</td>
<td></td>
</tr>
<tr>
<td>W MGMT 321: Org Theory &amp; Behavior</td>
<td></td>
</tr>
<tr>
<td>MGMT 322: Management of Bus. Info. Systems</td>
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<tr>
<td>PSY 350: Industrial Psychology</td>
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<tr>
<td>SOC 321: Sociology of Work</td>
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</tbody>
</table>

* Students may substitute BSAD 437 for MGMT 426
MARKETING - 24 credits
W MKTG 461: Marketing Research
MKTG 465: Marketing Problems
S MKTG 469: International Marketing
Marketing or other business elective
Plus four courses from the following:
MKTG 361: Marketing Management
MKTG 362: Retailing Management
S MKTG 363: Advertising Management
MKTG 366: Channels of Distribution
MKTG 369: Services Marketing
MKTG/RE 374: Real Estate Marketing and Brokerage
MKTG 462: Personal Selling & Sales Management
MKTG 463: Gender Issues in Marketing
S MKTG 468: Buyer Behavior
MKTG/ 491: E-Marketing
MKTG 495: Special Topics in Marketing

DEPARTMENT OF ECONOMICS

BUSINESS ECONOMICS - 24 credits
W ECON 311: Intermediate Macroeconomic Theory
Two Economics or other business electives

Additionally, Economics majors must follow one of five tracks: Monetary Economics, Quantitative Economics, International Economics, Urban and Public Affairs, and General Economics.

MONETARY ECONOMICS: 15 credits
ECON 361: International Economic Relations
ECON 370: Money and Banking
ECON 371: Public Finance
Two additional ECON courses or one additional ECON course and FIN 476: Portfolio Theory & Management

QUANTITATIVE ECONOMICS: 15 credits
ECON 309: Managerial Economics
ECON 470: Business Cycles and Forecasting
Two additional Economics courses required

INTERNATIONAL ECONOMICS: 15 credits
Three of the following four:
W ECON 312: Comparative Economic Systems
ECON 361: International Economic Relations
ECON 363: Economic Development
ECON 461: Tech. Transfer & Multi. Corporations
Any two additional ECON courses or any one additional ECON course and MGMT 426.

URBAN & PUBLIC AFFAIRS: 15 credits
ECON 314: Urban and Regional Economics
ECON 342: Economics of Government and Business
W ECON 351: Labor Economics
Two additional ECON courses or one additional ECON course and PS 375: Public Administration

GENERAL ECONOMICS: 15 credits
Five upper-level courses in Economics to be selected in consultation with and approved by the student's advisor

INTERNATIONAL BUSINESS - 24 credits
Required (6 credits):
ECON 361: International Economic Relations
MGMT 426: Global Business Leadership

Select at least two of the following (6-9 credits):
S ACTG 461: International Accounting
S FIN 480: Multinational Financial Management
S MKTG 469: International Marketing

Select one to two courses for a total of 18 credits in Business Administration Courses (3-6 credits):
W LEGL 441: International Environmental Law
W ECON 312: Comparative Economic Systems
ECON 363: Economic Development
ECON 461: Technology Transfer and Multinational Corporations

Select two courses from approved list of international courses outside of Business Administration (6 credits).

Additional Requirements:
-Six credits of a foreign language at the 200 level or foreign language competency at Level I.
-BSAD 437, COOP 321/421, or other qualified international experience.

General Education Flags:
V - First Year Values
S - Second Year Values
Q - Quantitative Reasoning
W - Writing Intensive

No Changes Since Fall 2016