GENERAL EDUCATION REQUIREMENTS - 48 CREDITS

I. LIBERAL EDUCATION SKILLS - 15 CREDITS

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

B. Mathematics Requirement (3 credits)

C. Freshman Inquiry Seminar (3 credits)

D. Credits to total 15 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.

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.

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.

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.

1 Freshmen Inquiry Seminars are for freshmen only. Students who have completed 30 or more college-level credits will have this requirement waived.

LOWER DIVISION BUSINESS CORE: 2

Business Foundation Subjects: 15 Credits

- ACTG 251: Financial Accounting
- ACTG 252: Managerial Accounting
- Q ECON 221: Economics and Business Statistics I
- Q ECON 222: Economics and Business Statistics II
- V LEGL 240: Legal Environment of Business I

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

- CIS 217 or equivalent
- S ECON 211 or equivalent*
- S ECON 212 or equivalent*
- Q MATH 131 or equivalent
- Q MATH 232 or equivalent
- MGMT 120

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.

UPPER DIVISION BUSINESS CORE: 3

- 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 4

Additional Requirements

- DA 202: Intro to Programming and Algorithms I
- DA 227: DBMS for Decision Makers
- DA 337: Data Warehousing and Business Intelligence

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 (Accounting CPA – 33 Credits)

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

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 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 452: Cost Accounting
- ACTG 453: Business Taxation
- ACTG 454: Auditing II
- ACTG 455: Comparative Accounting Systems
- LEGL 341: Legal Environment of Business I
- Accounting or other business elective

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 451: Accounting Problems
- ACTG 452: Business Taxation
- ACTG 453: Auditing II
- OR
- ACTG 454: Comparative Accounting Systems
- Accounting or other business elective

DEPARTMENT OF FINANCE

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
- W LEGL 448: Advanced Legal Writing and Research
- W LEGL 449: Oil and Gas Law
- 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

FINANCE - 24 credits

CORPORATE FINANCE TRACK:

- FIN 371: Intermediate Finance
- S FIN 375: Management of Financial Institutions
- W FIN 460: Investments
- W FIN 479: 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
- W FIN 377: Medical Care Finance
- W FIN 378: Personal Finance
- W/ACTG 463: Tax Planning
- W FIN 473: Retirement and Estate Planning
- W FIN 474: Personal Financial Planning
- W FIN 476: Portfolio Theory and Management
- W FIN 478: Financial Modeling
- S FIN 480: Multinational Financial Management
- W/RE/ MGT 471: Real Estate Market and Investment Analysis

PERSONAL FINANCIAL PLANNING TRACK:

- FIN 373: Fundamentals of Insurance
- S FIN 375: Management of Financial Institutions
- S FIN 460: Investments
- W ACTG 463: Tax Planning
- W 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
- W FIN 377: Medical Care Finance
- W FIN 379: Financial Problems
- W FIN 476: Portfolio Theory and Management
- W FIN 478: Financial Modeling
- S FIN 480: Multinational Financial Management
- W RE/ MGT 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:*  
RE 373: Real Estate Finance  
RE 470: Residential Real Estate Appraisal  
W RE/  
MKTG 471: Real Estate Market and Investment Analysis  
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  
RE 472: Income Property Appraisal  
RE 475: Real Estate Management  
RE 372: Real Estate Law  
or  
LEGL 347: Real Estate Law for the Paralegal  
Plus one course from the following:  
ACTG 353: Federal Taxes  
ACTG 453: Problems in Fed Tax Accounting  
LEGL 341: Legal Environment I  
LEGL 340: Environmental Law  
W LEGL 441: International Environmental Law  
ECON 314: Urban and Regional Economics  
ECON 370: Money and Banking  
ECON 470: Business Cycles and Forecasting  
FIN 375: Management of Financial Institutions  
S FIN 460: Investments  
FIN/  
ACTG 463: Tax Planning  
FIN 473: Retirement and Estate Planning  
MGMT 323: Problems in Small Business  
S MGMT 324: Human Resources Management  
MGMT 427: Entrepreneurial Leadership Seminar  
S MKTG 363: Advertising Management  
W MKTG 461: Marketing Research  
MKTG 462: Personal Selling and Sales Mgmt.  

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  
RE/  
MKTG 374: Real Estate Marketing and Brokerage  
RE 470: Real Estate Appraisal  
LEGL 340: Environmental Law  
LEGL 448: Advanced Legal Writing & Research  
Plus one of the following two courses:  
RE 372: Real Estate Law  
LEGL 347: Real Estate Law for the Paralegal  
International Business Elective and a Real Estate or other business elective

* RE 270: Real Estate Fundamentals and RE 271: Real Estate Practice are required prerequisites for both tracks

DEPARTMENT OF MANAGEMENT AND MARKETING

MANAGEMENT - 24 credits

W MGMT 321: Organizational Theory & Behavior  
MGMT 322: Management of Bus. Info. Systems  
S MGMT 324: Human Resources Management  
MGMT 426: Global Business Leadership 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  
MGMT 323: Problems in Small Business  
MGMT/COM 360: Leadership Communication  
MGMT 420: Operations Research  
S MGMT 423: Business, Society, & Corp. Conduct  
MGMT 427: Entrepreneurial Leadership Seminar  
MGMT 428: Entrepreneurship  
MGMT 430: Sports Management  
MGMT 445: Management Seminar  
MGMT 450: Quality Management  
MGMT 482: Collective Bargaining  
MGMT 483: Compensation Management  
MGMT 485: Labor Relations & Public Policy  
MGMT 486:Occupational Safety Management

SMALL BUSINESS MANAGEMENT: 9 credits  
MGMT 323: Problems in Small Business  
MGMT 427: Entrepreneurial Leadership Seminar  
MGMT 428: Entrepreneurship

HUMAN RESOURCES MANAGEMENT - 24 credits

S MGMT 324: Human Resources Management  
MGMT 426: Global Business Leadership*  
MGMT 482: Collective Bargaining  
MGMT 483: Compensation Management  
MGMT 485: Labor Relations & Public Policy  
MGMT 486: Occupational Safety Management  
Human Resources Management or other business elective  
Plus one course from the following:  
W BSAD 437: International Business Seminar  
HIST 363: History of American Labor  
W MGMT 321: Org Theory & Behavior  
MGMT 322: Management of Bus. Info. Systems  
PSY 350: Industrial Psychology  
SOC 321: Sociology of Work  

* 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/RE 471: Real Estate Market and Investment Analysis
           MKTG 491: E-Marketing
           MKTG 495: Special Topics in Marketing

General Education Flags:

V - First Year Values
S - Second Year Values
Q - Quantitative Reasoning
W - Writing Intensive

No Changes Since Fall 2018