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
   DA 202

C. Freshman Inquiry Seminar (3 credits)

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
   DA 227

1 Recommended course placement.

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

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

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 – 24 Credits

ACTG 350: Intermediate Accounting
ACTG 351: Accounting for Equities
ACTG 352: Cost Accounting
ACTG 353: Federal Taxes
ACTG 364: Auditing I
ACTG 453: Problems in Fed Tax Accounting
ACTG 454: Comparative Acctg Systems OR ACTG 464: Auditing II
BSAD 490: Administrative Decision Making

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.)

FREE ELECTIVES - 12 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 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: Federal Taxes
- ACTG 354: Auditing I
- ACTG 451: Accounting Problems
- ACTG 452: Cost Accounting
- ACTG 453: Federal Taxes
- 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: Federal Taxes
- ACTG 354: Auditing I
- ACTG 453: Problems in Fed Tax Accounting
- ACTG 454: Comparative Accounting Systems
- OR
- ACTG 464: Auditing II
- 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
- 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

**FINANCE** - 24 credits

**CORPORATE FINANCE TRACK:**

- FIN 371: Intermediate Finance
- FIN 375: Management of Financial Institutions
- S
- 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
- 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
- FIN 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
- S
- FIN 460: 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 474: Property and Casualty Insurance
- FIN 377: Medical Care Finance
- FIN 479: Financial Problems
- FIN 476: Portfolio Theory and Management
- FIN 478: Financial Modeling
- S
- FIN 480: Multinational Financial Management
- RE
- FIN 373: Real Estate Finance
- W
- RE/
  - MKTG 471: Real Estate Market and Investment Analysis

* 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 II  
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.  
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
W 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

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 2018