Admission Requirements

Admission to the College of Business typically occurs at the beginning of the student's junior year. A student must be admitted to a College in the University for permission to register for 300-400 level courses. A student can only expect one temporary admission to the College of Business before permanent admission.

1. GPA of 2.5 for admission.
2. Completion of 33 credits of general education requirements. Consult bulletin for cultural diversity requirements.
3. Demonstrated microcomputer competency by successfully completing COMS 101 (MIS majors should take COMS 110 and 111), Introduction to Microcomputers, or equivalent.
4. Completion of Accounting 200, 210; Economics 201, 202; Business Statistics 207; Management 200; College Algebra 112; Business Law 200; Second Year Experience 201.
5. Completion of Math and English competencies.
6. Completion or in progress of 60 semester credits.

* See back page for additional requirements and policies.

Business Foundation Requirements

(Required of all College of Business majors)

**Lower Division**

- MGMT 200-3 Introduction to MIS (COMS 101 or equivalent)
- ACCT 200-3 Financial Accounting (COMS 101; MIS majors take COMS 111)
- ACCT 210-3 Managerial Accounting (200)
- ECON 201-3 Principles of Macroeconomics
- ECON 202-3 Principles of Microeconomics
- ECON 207-4 Business Statistics (MATH 112 or equivalent)
- BLAW 200-3 Legal, Political, and Regulatory Environment of Business
- * * * * 201-0 Second Year Experience

   (Register in the department of your major: ex. MGMT 201, ACCT 201)

() Prerequisites that have to be met before registering for a class.

**Upper Division**

- MRKT 310-3 Principles of Marketing
- MGMT 330-3 Principles of Management
- BED 345-3 Business Communications
- FINA 362-3 Business Finance (ACCT 200)
- IBUS 380-3 Principles of International Business
- MGMT 346-3 Production and Operations Management (ECON 207)
- FINA 395-1 Personal Adjustment to Business
- MGMT 481-3 Business Policy and Strategy (330, FIRE 362, MRKT 310)

() Prerequisites that have to be met before registering for a class.
Major in Accounting (80 credits)

A major in Accounting consists of the foundation courses in the College of Business and the completion of the following:

- ACCT 300-3 Intermediate Financial Accounting I (210)
- ACCT 301-3 Intermediate Financial Accounting II (300)
- ACCT 310-3 Management Accounting I (210)
- ACCT 320-3 Accounting Information Systems (300)
- ACCT 400-3 Advanced Financial Accounting (301)
- ACCT 410-3 Business Income Tax (200)
- ACCT 420-3 Auditing (320 or Concurrently)
- BLAW 450-3 Contracts, Sales and Professional Responsibility (BLAW 200)

Choose three of the following:

- ACCT 311-3 Management Accounting II (310)
- ACCT 411-3 Individual Income Tax
- ACCT 421-3 External Auditing (420)
- ACCT 422-3 Internal Auditing (420)
- ACCT 470-3 Advanced Topics (301)
- ACCT 477-3 International Accounting (210)
- BLAW 455-3 Legal Aspects of Banking and Finance (BLAW 200)

It is strongly recommended that students who intend to take the Certified Public Accounting examination should also complete: ACCT 421 (External Auditing) and BLAW 455 (Legal Aspects of Banking and Finance).

() Prerequisites that have to be met before registering for a class.

Minor in Accounting

A minor in Accounting consists of the following 21 credits:

- ACCT 200-3 Financial Accounting
- ACCT 210-3 Managerial Accounting (200)
- ACCT 300-3 Intermediate Financial Accounting I (210)
- ACCT 310-3 Management Accounting I (210)

Choose three of the following:

- ACCT 301-3 Intermediate Financial Accounting II (300)
- ACCT 311-3 Management Accounting II (310)
- ACCT 320-3 Accounting Information Systems (300)
- ACCT 400-3 Advanced Financial Accounting (301)
- ACCT 410-3 Business Income Tax (200)
- ACCT 411-3 Individual Income Tax
- ACCT 420-3 Auditing (320 or Concurrently)
- ACCT 421-3 External Auditing (420)
- ACCT 422-3 Internal Auditing (420)
- ACCT 470-3 Advanced Topics (301)
- ACCT 477-3 International Accounting (210)

() Prerequisites that have to be met before registering for a class.

Major in Marketing (74 credits)

A major in Marketing consists of the foundation courses in the College of Business and the completion of the following:

- MRKT 316-3 Consumer Behavior (310)
- MRKT 317-3 Product and Pricing Strategy (310)
- MRKT 318-3 Promotional Strategy (310, 316)
- MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- MRKT 339-3 Distribution Strategy (310)
- MRKT 410-3 Principles of Marketing
- MRKT 411-3 Consulting for Small Business (consent)
- MRKT 480-3 Seminar (consent)
- MRKT 498-3 Internship (consent)

() Prerequisites that have to be met before registering for a class.

Minor in Marketing

A minor in Marketing consists of the following 18 credits:

Required Courses:

- MRKT 100-3 Global Business Concepts or Admittance to the College of Business
- MRKT 310-3 Principles of Marketing
- MRKT 316-3 Consumer Behavior (310)

Choose three classes if major is not in the COB.

Choose four classes if major is in the COB:

- MRKT 317-3 Product and Pricing Strategy (310)
- MRKT 318-3 Promotional Strategy (310, 316)
- MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- MRKT 339-3 Distribution Strategy (310)
- MRKT 412-3 Professional Selling (310)
- MRKT 413-3 Industrial Marketing (310)
- MRKT 415-3 Retailing Management (310, 316)
- MRKT 420-3 Sales Management (310)
- MRKT 428-3 International Marketing (310, IBUS 380)

() Prerequisites that have to be met before registering for a class.

Major in Management

A Major in Management consists of:

1. College of Business foundation requirements.
2. One (or more) of the following areas of emphasis:

- **GENERAL MANAGEMENT** (68 credits)
  - MGMT 440-3 Human Resource Management
  - MGMT 444-3 Organization Design (330)
  - MGMT 459-3 Management Information Systems (200, 330)
  - MGMT 480-3 Human Behavior in Organizations (330)

3. Choose three of the following:

- MGMT 385-3 Introduction to Management Science
- MGMT 443-3 Entrepreneurship Management (330)
- MGMT 447-3 Management: Special Topics (330)
- MGMT 449-3 Quality Management
- MGMT 455-3 Dynamics of Negotiations
- MGMT 482-3 Business, Society and Ethics
- MGMT 497-3 Internship
- ACCT 310-3 Management Accounting I (ACCT 210)
- MRKT 441-3 Consulting for Small Business (consent)

() Prerequisites that have to be met before registering for a class.

- **HUMAN RESOURCE MANAGEMENT** (68 credits)
  - MGMT 440-3 Human Resource Management
  - MGMT 441-3 Staffing (440)
  - MGMT 442-3 Compensation Management (440)
  - MGMT 445-3 Training and Development (440)
  - MGMT 480-3 Human Behavior in Organizations (330)

4. Choose at least six credits of the following:

- MGMT 455-3 Dynamics of Negotiations
- ECON 403-3 Labor Problems (201, 202)
- FINA 466-3 Employee Benefits Planning (362)
- MGMT 385-3 Introduction to Management Science
- ACCT 310-3 Management Accounting I (ACCT 210)
- HLTH 488-3 Worksite Health Promotion
- BLAW 452-3 Employment and Labor Law (200)
- MET 423-2 Ergonomics

() Prerequisites that have to be met before registering for a class.

- **MANAGEMENT INFORMATION SYSTEMS OPTIONS** (89 credits)
  - Required (Core 18 credits):
    1. MGMT Courses:
      - MGMT 385-3 Introduction to Management Science
      - MGMT 440-3 Human Resource Management
    2. OR
      - MGMT 444-3 Organization Design (330)
      - MGMT 458-3 Corporate Information Systems
      - MGMT 476-3 Decision Support Systems (385)
      - MGMT 477-3 Computer Performance Modeling (385) (Senior in MIS)
      - MRKT 472-3 Information Technology Project Management (Senior in MIS)

Continued on next column.
2. Required Computer Information Science Courses
   — COMS 111-4 Fundamentals of Computer Science I (MATH 112, COMS 110, or equivalent)
   — COMS 112-4 Fundamentals of Computer Science II (111)
   — COMS 280-4 Systems Analysis and Design (111)
   — COMS 340-4 Database Management Systems I (280)

3. *Choose one of the following tracks:
   
   **Track 1**
   - COMS 462-4 Data Communications + Networks I (112)
   - COMS 463-4 Data Communications + Networks II (280, 462)

   **Track 2**
   - COMS 371-4 Structured Programming Using COBOL (112)
   - COMS 481-4 Rapid Application Development (280)

   **Track 3**
   - COMS 260-4 Assembly Language Programming (112)
   - COMS 320-4 Computer Organization I (112, MATH 180 or 121)

   **Track 4**
   - COMS 350-4 Operations Research I (112, MATH 180 or 121, STAT 154 or ECON 207)
   - COMS 450-4 Operations Research II (350)

() Prerequisites that have to be met before registering for a class.

### Minor in Human Resource Management

Students must meet all course prerequisites and will be strongly encouraged to have completed College Algebra 112 and Computer Science 101 as part of their general education courses.

Required (for Minors, 18 credits)

**Required:**
- MGMT 330-3 Principles of Management
- MGMT 340-3 Human Resource Management
- MGMT 441-3 Staffing (440)
- MGMT 442-3 Compensation Management (440)
- MGMT 445-3 Training and Development (440)
- MGMT 480-3 Human Behavior in Organizations (330)

() Prerequisites that have to be met before registering for a class.

### Minor in Management

Students must meet all course prerequisites and will be strongly encouraged to have completed College Algebra 112

Required (for minor), 21 credits

**Required:**
- COMS 101-3 Introduction to Microcomputers or its equivalent
- MGMT 200-3 Introduction to Management Information Systems (COMS 101 or equivalent)
- MGMT 330-3 Principles of Management
- MGMT 340-3 Human Resource Management
- MGMT 444-3 Organization Design (330)
- MGMT 480-3 Human Behavior in Organizations (330)

**Electives** (Choose one of the following courses):
- MGMT 346-3 Production and Operations management (ECON 207)
- MGMT 441-3 Staffing (440)
- MGMT 442-3 Compensation Management (440)
- MGMT 443-3 Entrepreneurship Management (330)
- MGMT 447-3 Management: Special Topics (330)
- MGMT 449-3 Quality Management
- MGMT 455-3 Dynamics of Negotiations
- MGMT 459-3 Management Information Systems (200, 330)
- MGMT 482-3 Business, Society and Ethics

() Prerequisites that have to be met before registering for a class.

### Minor in Financial Planning

Required for Minor (18 cr):
- FINA 362-3 Business Finance (ACCT 200)
- FINA 477-3 Real Estate (362)
- FINA 478-3 Real Estate Investments (362)

**FINA Core Requirements:**
- FINA 460-3 Investments (362)
- FINA 462-3 Strategic Financial Management (362)
- FINA 463-3 Security Analysis (362, 460)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management
- FINA 470-3 Life and Health Insurance
- FINA 477-3 Real Estate (362)
- FINA 478-3 Real Estate Investments (362)

() Prerequisites that have to be met before registering for a class.

**Plus at least one of the following areas of emphasis:**

**A. Corporate Finance**
- FINA 459-3 Personal Financial Planning (100 or 362)
- FINA 463-3 Strategic Financial Management (362)
- ACCT 310-3 Management Accounting I (ACCT 210)
- ACCT 311-3 Management Accounting II (ACCT 210)
- And one course from FIRE 463; ACCT 301, 311, 410 or 411.

**B. Institutional Finance**
- FINA 461-3 Short-Term Financial Management (362)
- FINA 462-3 Strategic Financial Management (362)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management
- FINA 468-3 Commercial Bank Management (362)
- And one course from FIRE 468, 470, 477*, 478*, 480, or ACCT 310.

() Prerequisites that have to be met before registering for a class.

**C. Insurance**
- FINA 466-3 Employee Benefit Planning (362)
- FINA 468-3 Commercial Property/Liability Insurance (467)
- FINA 470-3 Life and Health Insurance
- And one course from FIRE 459, 477* or 478*, 480; ACCT 411, or MRKT 412.

() Prerequisites that have to be met before registering for a class.

**D. Financial Planning**
- FINA 459-3 Personal Financial Planning (100 or 362)
- FINA 470-3 Life and Health Insurance
- ACCT 411-3 Individual Income Tax
- And one course from FIRE 463*, 466*, 468, 477* or 478*; ACCT 410; MRKT 412.

**E. Investment Analysis**
- FINA 463-3 Security Analysis (362, 460)
- FINA 480-3 Options and Futures (362)
- ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)
- And one course from FIRE 459, 466, 470, 477* or 478*; ACCT 301, 411.

() Prerequisites that have to be met before registering for a class.

*Other than course taken for core requirements
A minor in International Business consists of:

1. Business foundation requirements
2. International Business Core
   - IBUS 428-3 International Marketing (310, IBUS 380)
   - IBUS 448-3 International Business Management (380)
   - IBUS 469-3 International Business Finance (380)
   - IBUS 485-3 Export Administration (380)
   - IBUS 490-3 International Business Policy (428, 448, 469)

And any one of the following courses:
   - IBUS 419-3 International Business Seminar (380)
   - IBUS 486-3 Consulting for Export Business (consent)
   - IBUS 499-3 Individual Study (permission required)
   - BLAW 453-3 International Legal Environment of Business (200)
   - ECON 420-3 International Economics (201, 202)

Plus 9 credit hours of designated electives from one functional business concentration: Marketing, Management or Finance. (Consult Bulletin or advisor for "designated electives.") Also, 3 credits of related International electives.

Please Note the Following Policies and Information:

- Business Majors are required to complete 64 credits of their total course work in either general education areas or in fields outside the College of Business. These 64 credits include ECON 201, 202, 207, COMS 101, MATH 112, BED 345, BLAW 131, and MRKT 100.

- Students who are non-business majors, business minors, or those who are not seeking a four-year degree will be allowed to complete 30 credits of upper level (300-400) business courses without permanent admission to the College of Business if they are admitted to the College of their major. Students seeking to exceed the 30 credit maximum need to seek approval from the Advising Center of the College of Business.

- Transfer students must complete a minimum of 30 resident credits at the upper division (300-400) in the College of Business.

- Majors offered within the degree program:
  - Bachelor of Science. Accounting, Finance, International Business, Management (General Management, Human Resource Management, Management Information Systems), and Marketing.


- Transfer students pursuing a minor in the College of Business must complete 50% (one half) of their coursework through Minnesota State University, Mankato.

- All business majors are comprehensive and no minors are required.

- Students must earn a minimum grade-point average of 2.0 on the total courses taken in the College of Business to meet graduation requirements. No more than one fourth of a student’s major credits or total credits shall consist of P/N grades.

For further information contact:
College of Business Advising Center
Minnesota State University, Mankato
151 Morris Hall
Mankato, MN 56001
507-389-2963 (V) 800-627-3529 or 711 (MRS/TTY)

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