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 requirement. It is wise to combine the six credits of cultural diversity graduation requirement with the general education.
3. Demonstrated microcomputer competency by successfully completing COMS 101, Introduction to Microcomputers (or equivalent). MIS majors should take COMS 110, Introduction to Computer Science.
4. Completion of Accounting 200, 210; Economics 201, 202; Business Statistics 207; Management 200; English Composition 101; College Algebra 112; Business Law 200; Second Year Experience 201.
5. 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 **

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 200-3</td>
<td>Introduction to MIS (COMS 101 or equivalent)</td>
<td></td>
</tr>
<tr>
<td>ACCT 200-3</td>
<td>Financial Accounting (COMS 101; MIS majors take COMS 110)</td>
<td></td>
</tr>
<tr>
<td>ACCT 210-3</td>
<td>Managerial Accounting (200)</td>
<td></td>
</tr>
<tr>
<td>ECON 201-3</td>
<td>Principles of Macroeconomics</td>
<td></td>
</tr>
<tr>
<td>ECON 202-3</td>
<td>Principles of Microeconomics</td>
<td></td>
</tr>
<tr>
<td>ECON 207-4</td>
<td>Business Statistics (MATH 112 or equivalent)</td>
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<tr>
<td>BLAW 200-3</td>
<td>Legal, Political, and Regulatory Environment of Business (COMS 101)</td>
<td></td>
</tr>
<tr>
<td>201-0</td>
<td>Second Year Experience</td>
<td></td>
</tr>
</tbody>
</table>

* Register in the department of your major: ex. MGMT 201, ACCT 201 |

** Upper Division **

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MRKT 310-3</td>
<td>Principles of Marketing</td>
<td></td>
</tr>
<tr>
<td>MGMT 330-3</td>
<td>Principles of Management</td>
<td></td>
</tr>
<tr>
<td>BED 345-3</td>
<td>Business Communications (optional)</td>
<td></td>
</tr>
<tr>
<td>FINA 362-3</td>
<td>Business Finance (ACCT 200)</td>
<td></td>
</tr>
<tr>
<td>IBUS 380-3</td>
<td>Principles of International Business</td>
<td></td>
</tr>
<tr>
<td>MGMT 346-3</td>
<td>Production and Operations Management (ECON 207)</td>
<td></td>
</tr>
<tr>
<td>FINA 395-1</td>
<td>Personal Adjustment to Business</td>
<td></td>
</tr>
<tr>
<td>MGMT 481-3</td>
<td>Business Policy and Strategy (330, FINA 362, MRKT 310)</td>
<td></td>
</tr>
</tbody>
</table>

* 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 (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)
- **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).

[1] 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 470-3** Advanced Topics (301)
- **ACCT 477-3** International Accounting (210)

[1] 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 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)

Choose three of the following:

- **MRKT 498-3** Internship (consent)

[1] 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 *(Non-COB majors only)*
- **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)

[1] 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 443-3** Organization Development (330)
- **MGMT 459-3** Management Information Systems (200, 330)
- **MGMT 480-3** Human Behavior in Organizations (330)

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)

[1] Prerequisites that have to be met before registering for a class.

### • HUMAN RESOURCE MANAGEMENT (68 credits)

- **MGMT 443-3** Organization Management (440)
- **MGMT 445-3** Training and Development (440)
- **MGMT 480-3** Human Behavior in Organizations (330)

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)
- **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

[1] Prerequisites that have to be met before registering for a class.

### • MANAGEMENT INFORMATION SYSTEMS OPTIONS (89 credits)

Required (Core 18 credits): MGMT Courses:

- **MGMT 385-3** Introduction to Management Science
- **MGMT 440-3** Human Resource Management 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)* OR **MGMT 473-3** Introduction to E-Commerce *(Senior in MIS)*
- **MGMT 471-3** Wireless Networks *(Senior in MIS)* OR **MGMT 472-3** Information Technology Project Management *(Senior in MIS)*

Continued on next column.
2. Required Computer Information Science Courses
   ____ COMS 211-4 Fundamentals of Computer Science I (MATH 112, COMS 110, or equivalent) (Co-Req. MATH121)
   ____ COMS 212-4 Fundamentals of Computer Science II (211)
   ____ COMS 340-4 Database Management Systems I (280)
   ____ COMS 380-4 Systems Analysis and Design (211)

3. *Choose one of the following tracks:

   **Track 1**
   COMS 362-4 Introduction to Data Communications & Networking
   COMS 463-4 Data Communications + Networks II (280, 462)

   **Track 2**
   COMS 371-4 Applications Programming (212)
   COMS 481-4 Rapid Application Development (280)

   **Track 3**
   COMS 350-4 Operations Research I (212; MATH 180 or 121; ECON 207)
   COMS 450-4 Operations Research II (350)

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

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**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.

Required (for Minors, 18 credits)

**Required:**

- MGMT 330-3 Principles of Management
- 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)

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

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**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 440-3 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.

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**Minor in Business Administration**

**Required for Minor (31 cr):**

- MGMT 200-3 Introduction to MIS (COMS 101 or equivalent)
- MGMT 330-3 Principles of Management
- ACCT 200-3 Financial Accounting
- 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)
- BLAW 200-3 Legal, Political and Regulatory Environment of Business
- MRKT 310-3 Principles of Marketing
- FINA 362-3 Business Finance (ACCT 200)

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**Major in Finance** (74 credits)

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

**FINA Core Requirements:**

- FINA 460-3 Investments (362)
- FINA 462-3 Strategic Financial Management (362)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management
- FINA 477-3 Real Estate (362)
- FINA 478-3 Real Estate Investments (362)

Plus at least one of the following areas of emphasis:

**A. Corporate Finance**

- FINA 461-3 Short-Term Financial Management (362)
- ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)
- ACCT 310-3 Management Accounting I (ACCT 210)

And one course from FINA 463 or 497**; ACCT 301, 311, 410 or 411.

**B. Financial Planning**

- FINA 459-3 Personal Financial Planning (362)
- FINA 466-3 Employee Benefit Planning (362)
- FINA 470-3 Life and Health Insurance

And one course from FINA 458, 463, 480, 497**, ACCT 411; or MRKT 412.

**C. Institutional Finance**

- FINA 461-3 Short-Term Financial Management (362)
- FINA 463-3 Security Analysis (362, 460)

And one course from FINA 470, 477*, 478*, 480, 497** or ACCT 310.

**D. 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 FINA 459, 466, 470, 476, 477*, 478*, 497**, ACCT 301 or 411.

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

*Other than course taken for core requirements

**Instructors permission required

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**Minor in Financial Planning**

**Required for Minor (18 cr):**

- FINA 100-3 Personal Financial Management
- FINA 362-3 Business Finance (ACCT 200)
- FINA 459-3 Personal Financial Planning (FINA 100 or FINA 362)
- FINA 467-3 Insurance and Risk Management
- FINA 477-3 Real Estate (FINA 100 or FINA 362)

Choose at least two of the following:

FINA 458, 460, 463, 464, 466, 470, 497**; ACCT 411 or MRKT 412

Continued on next column. Continued on next page.
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 300-400 level 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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