Admission Requirements

Admission to the College of Business

Admission to the College of Business typically occurs at the beginning of the student's junior year. Once admitted, the student may choose to pursue a degree in one or more of the following majors: Accounting, Finance, International Business, Management, or Marketing. Multiple criteria will be considered for admission to the College of Business. Admission is competitive; meeting minimum requirements does not guarantee admission. Deadlines for application are: October 1 for Spring semester and March 1 for Fall semester.

Criteria Considered for Admission to the College of Business
1. Grade Point Average: minimum 2.5 recommended
2. Credits and Courses: 33 completed credits of the 44 general education requirements
3. Completion of the following courses: COMS 101 (COMS 110 for MIS majors) MATH 112, ACCT 200, BLAW 200, MGMT 200, Second Year Experience 201, ECON 201, ECON 202, ECON 207, and ACCT 210

* See back page for additional requirements and policies.

Business Foundation Requirements

Required of all College of Business majors

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

- MGMT 200-3 Introduction to MIS (COMS 101 or equivalent)
- ACCT 200-3 Financial Accounting (COMS 101; MIS majors take COMS 110)
- ACCT 210-3 Managerial Accounting (ACCT 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 (COMS 101)
- * * * * 201-0 Second Year Experience
  (Register in the department of your major: ex. MGMT 201, ACCT 201)

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

- MRKT 310-3 Principles of Marketing
- MGMT 330-3 Principles of Management
- 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, MGMT 346, IBUS 380, FINA 362, MRKT 310)

College of Business Web address:
http://www.cob.mnsu.edu

Technology Initiative:
• Click on “IT Notebook Initiative”

FORM:Cob.Bus.-6/Rev.11/08
# Major in Accounting

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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 200-3</td>
<td>Financial Accounting</td>
</tr>
<tr>
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</tr>
<tr>
<td>ACCT 300-3</td>
<td>Intermediate Financial Accounting</td>
</tr>
<tr>
<td>ACCT 310-3</td>
<td>Management Accounting</td>
</tr>
<tr>
<td>ACCT 320-3</td>
<td>Accounting Information Systems</td>
</tr>
<tr>
<td>ACCT 400-3</td>
<td>Advanced Financial Accounting</td>
</tr>
<tr>
<td>ACCT 410-3</td>
<td>Business Income Tax</td>
</tr>
<tr>
<td>ACCT 420-3</td>
<td>Operational Auditing</td>
</tr>
<tr>
<td>BLAW 455-3</td>
<td>Legal Aspects of Banking and Finance</td>
</tr>
</tbody>
</table>

Choose two of the following:

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<tr>
<td>ACCT 311-3</td>
<td>Management Accounting II</td>
</tr>
<tr>
<td>ACCT 411-3</td>
<td>Individual Income Tax</td>
</tr>
<tr>
<td>ACCT 421-3</td>
<td>Assurance Services</td>
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</tr>
<tr>
<td>ACCT 470-3</td>
<td>Advanced Topics</td>
</tr>
</tbody>
</table>

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

# Minor in Accounting

A minor in Accounting consists of the following 21 credits:

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<tr>
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</table>

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

# Major in Marketing

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

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>MRKT 100-3</td>
<td>Global Business Concepts</td>
</tr>
<tr>
<td>MRKT 301-3</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>MRKT 310-3</td>
<td>Consumer Behavior</td>
</tr>
<tr>
<td>MRKT 316-3</td>
<td>Consumer Behavior</td>
</tr>
<tr>
<td>MRKT 317-3</td>
<td>Product and Pricing Strategy</td>
</tr>
<tr>
<td>MRKT 318-3</td>
<td>Promotional Strategy</td>
</tr>
<tr>
<td>MRKT 324-3</td>
<td>Marketing Research and Analysis</td>
</tr>
<tr>
<td>MRKT 339-3</td>
<td>Distribution Strategy</td>
</tr>
<tr>
<td>MRKT 412-3</td>
<td>Professional Selling</td>
</tr>
<tr>
<td>MRKT 413-3</td>
<td>Industrial Marketing</td>
</tr>
<tr>
<td>MRKT 415-3</td>
<td>Retailing Management</td>
</tr>
<tr>
<td>MRKT 420-3</td>
<td>Sales Management</td>
</tr>
<tr>
<td>MRKT 428-3</td>
<td>International Marketing</td>
</tr>
<tr>
<td>BLAW 455-3</td>
<td>Legal Aspects of Banking and Finance</td>
</tr>
</tbody>
</table>

() 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:

<table>
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</table>

Choose three classes if major is not in the COB.

Choose four classes if major is in the COB:

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<tr>
<td>MRKT 310-3</td>
<td>Consumer Behavior</td>
</tr>
</tbody>
</table>

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3. Choose two of the following:
   - COMS 362-4 Introduction to Data Communications & Networking (COMS 212)
   - COMS 371-4 Applications Programming (COMS 212)
   - COMS 430-4 Artificial intelligence (COMS 230)
   - COMS 440-4 Data Management Systems II (COMS 340)
   - COMS 462-4 Communication Protocols (COMS 362)
   - COMS 463-4 Client Serve and Web Applications (COMS 362)
   - COMS 481-4 Rapid Application Development (COMS 340)

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

### Minor in Human Resource Management

Students must meet all course prerequisites and are strongly encouraged to complete College Algebra MATH 112 and Computer Science 101.

**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.

### Minor in Management

Students must meet all course prerequisites and are strongly encouraged to complete College Algebra MATH 112.

**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.

### Minor in Financial Planning

**Required for Minor:**
- FINA 100-3 Personal Financial Management
- FINA 362-3 Business Finance (ACCT 210)
- FINA 459-3 Personal Financial Planning (FINA 100 or FINA 362)
- FINA 467-3 Insurance and Risk Management
- FINA 480-3 Options and Futures (362)
- ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)

**Choose at least two of the following:**
- FINA 458, 463, 480, 497**; 498**, ACCT 411 or MRKT 412

### Major in International Business

A major in International Business consists of:
1. Business foundation requirements
2. International Business Core
3. One from the following:
4. One from the following:
5. Nine credits hours of designated electives from one functional business concentration: Marketing, Management or Finance. Consult Bulletin or advisor for “designated electives.”

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

Academic Advising: Students will initially receive their advising from the professional advisors in the College of Business Advising Center. When a student applies to the College of Business, they will be assigned a faculty advisor in the major area of study. Questions regarding the assignment of advisors can be answered in the College of Business Advising Center, 151 Morris Hall, 507-389-2963.

Information Technology Initiative: Students with a major or minor in the College of Business are required to acquire a notebook computer with a standard set of applications from the Campus Computer Store at Minnesota State University. Students who are majoring in other colleges may be able to enroll in non-notebook classes as they are offered. For further information, please refer to the College of Business section in the Undergraduate Bulletin online: mnsu.edu.acadaf

College of Business Policies: Students who are business minors, non-business majors or those who are not seeking a four year degree may take up to 28 credits in the College of Business. Students must be admitted to a College of Business major to be granted a Bachelor of Science degree in any College of Business major.

Residency: Transfer students must complete a minimum of 30 resident credits at the upper division (300-400) level in the College of Business at Minnesota State University, Mankato.

Transfer students pursuing a major or minor in the College of Business must complete at least 50% of their major or minor coursework at Minnesota State University, Mankato.

GPA Policy: Students must earn a minimum grade point average of 2.0 (C) for the total courses taken in the College of Business to meet graduation requirements.

P/N Grading Policy: No more than one-fourth of a student’s major shall consist of P/N grades.

Assessment Policy: The College of Business believes that the ongoing assessment of its programs makes a vital contribution to the quality of those programs and to student learning. Student participation is an important and expected part of the assessment process.

Internships: Students are encouraged to participate in business and industrial organizations through internship programs. Internships are available during the junior and senior years. Students interested in internships should interview early with the internship coordinator for enrollment in this program.

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)
E-mail: www.cob.mnsu.edu Fax: 507-389-1318

A minor in International Business consists of the following:

A. Business Requirements:

   _____ MRKT 310-3 Principles of Marketing
   _____ IBUS 380-3 Principles of International Business

B. International Business Requirements (choose four of the following courses):

   _____ IBUS 419-3 International Business Seminar (380)
   _____ 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)
   _____ BLAW 453-3 International Legal Environment of Business (200)

A minor in International Business consists of the following:

Required for Minor:

   _____ ACCT 200-3 Financial Accounting
   _____ COMS 101-3 Introduction to Microcomputers
   _____ BLAW 200-3 Legal, Political and Regulatory Environment of Business
   _____ BLAW 450-3 Contracts, Sales and Professional Responsibility (200)
   _____ BLAW 452-3 Employment and Labor Law (200)

Choose two of the following:

   _____ BLAW 371-3 Computer and Technology Law
   _____ BLAW 453-3 The International Legal Environment of Business (200)
   _____ BLAW 455-3 Legal Aspects of Banking and Finance (200)
   _____ BLAW 474-3 Environmental Regulation and Land Use (200)
   _____ BLAW 476-3 Construction and Design Law (200)
   _____ BLAW 477-3 Negotiation and Conflict Resolution (200)
   _____ BLAW 483-3 Special Topics

Minor in Business Law

Required:

   _____ ACCT 200-3 Financial Accounting
   _____ COMS 101-3 Introduction to Microcomputers
   _____ BLAW 200-3 Legal, Political and Regulatory Environment of Business
   _____ BLAW 450-3 Contracts, Sales and Professional Responsibility (200)
   _____ BLAW 452-3 Employment and Labor Law (200)

Choose two of the following:

   _____ BLAW 371-3 Computer and Technology Law
   _____ BLAW 453-3 The International Legal Environment of Business (200)
   _____ BLAW 455-3 Legal Aspects of Banking and Finance (200)
   _____ BLAW 474-3 Environmental Regulation and Land Use (200)
   _____ BLAW 476-3 Construction and Design Law (200)
   _____ BLAW 477-3 Negotiation and Conflict Resolution (200)
   _____ BLAW 483-3 Special Topics