## Admission Requirements

**Admission to the College of Business**

Admission to a major in the College of Business typically occurs at the beginning of the student's junior year. Once admitted, the student may choose to pursue 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

- **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)
- **Second Year Experience 201-0** (Register in the department of your major: ex. MGMT 201, ACCT 201)

### Upper Division

- **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 [Take Senior Year]
  
  (MGMT 330, FINA 362, MRKT 310, IBUS 380, MGMT 346)
Major in Accounting

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 (311)
- ACCT 410-3 Business Income Tax (200)
- ACCT 420-3 Operational Auditing (320 or Concurrently)
- BLAW 450-3 Contracts, Sales and Professional Responsibility (BLAW 200)
- ACCT 470-3 Advanced Topics (301, 310, 320, 410, 420)

Choose two of the following:

- ACCT 311-3 Management Accounting II (310)
- ACCT 411-3 Individual Income Tax
- ACCT 421-3 Assurance Services (420)
- ACCT 423-3 Fraud Examination (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 (Assurance Services) 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 (311)
- ACCT 410-3 Business Income Tax (200)
- ACCT 411-3 Individual Income Tax
- ACCT 420-3 Operational Auditing (320 or Concurrently)
- ACCT 421-3 Assurance Services (420)
- ACCT 423-3 Fraud Examination (420)
- ACCT 470-3 Advanced Topics (301, 310, 320, 410, 420)

() 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:

- MRKT 316-3 Consumer Behavior (310)
- MRKT 317-3 Product and Pricing Strategy (310)
- MRKT 318-3 Sales Management (310)
- MRKT 324-3 Marketing Research and Analysis (310, ECON 207)
- MRKT 339-3 Distribution Strategy (310)
- MRKT 490-3 Marketing Management (310, 316, 317, 318, 324, 339)

Choose three of the following:

- 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)
- 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:

- MRKT 100-3 Global Business Concepts or Admittance to a major in 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**
     - 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)

   - **HUMAN RESOURCE 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)

   - **Choose at least six credits of the following:**
     - ECON 403-3 Labor Problems (201, 202)
     - FINA 466-3 Employee Benefits Planning (100 or 362)
     - ACCT 310-3 Management Accounting I (ACCT 210)
     - HLTH 488-3 Workplace Health Promotion
     - BLAW 452-3 Employment and Labor Law (200)
     - MET 423-4 Ergonomics and Workplace Safety
     - MGMT 498-3 Internship

   (See MGMT Internship Coordinator for prerequisites)

Choose three of the following:

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

2. Required Computer Information Science Courses

   - COMS 211-4 Fundamentals of Computer Science I (COMS 110)
     (Co-Req. MATH121)
   - COMS 212-4 Fundamentals of Computer Science II (211)

Continued on next column.
FINA Core Requirements:

- FINA 100-3 Financial Institutions and Markets (362)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management

Plus at least one of the following areas of emphasis:

A. Corporate Finance

- FINA 460-3 Business Finance (ACCT 210)
- FINA 300-3 Intermediate Financial Accounting I (ACCT 210)
- FINA 310-3 Management Accounting I (ACCT 210)

And two courses from FINA 463, 480, 497*; or ACCT 301, 311, 410, 411.

B. Financial Planning and Insurance

- FINA 459-3 Personal Financial Planning (100 or 362)
- FINA 466-3 Employee Benefit Planning (100 or 362)
- FINA 470-3 Life and Health Insurance

And two courses from FINA 458, 463, 477, 478, 480, 497*; or ACCT 411; or MRKT 412.

C. Institutional Finance

- FINA 461-3 Short-Term Financial Management (362)
- FINA 463-3 Security Analysis (362, 460)
- FINA 482-3 Commercial Bank Management (362)

And two courses from FINA 470, 477, 478, 480, 497* or ACCT 310.

D. Investment Analysis

- FINA 480-3 Options and Futures (362)
- FINA 480-3 Options and Futures (362)
- ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)

And two courses from FINA 458, 463, 466, 470, 477, 478, 497*, 498*; or ACCT 411 or MRKT 412.

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

FINA Core Requirements:

- FINA 100-3 Introduction to Management Information Systems (COMS 101 or equivalent)
- FINA 200-3 Information Management Systems I (COMS 212)
- FINA 300-3 Management Information Systems II (COMS 340)
- FINA 310-3 Principles of Marketing
- FINA 420-3 Business Finance (ACCT 210)
- MRKT 412-3 International Business Seminar (380)
- POL 231-3 World Politics
- POL 433-3 International Organization

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 212)
COMS 440-4 Data Management Systems II (COMS 340)
COMS 462-4 Communication Protocols (COMS 362)
COMS 463-4 Client/Server 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 COMS 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)

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 (ECON 207)
- 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 Business Administration

Required for Minor:

- 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)
- MRKT 310-3 Principles of Marketing
- FINA 362-3 Business Finance (ACCT 210)

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

Minor in Finance

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)

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

FINA Core Requirements:

- FINA 362-3 Business Finance (ACCT 210)
- FINA 300-3 Intermediate Financial Accounting I (ACCT 210)
- ACCT 310-3 Management Accounting I (ACCT 210)

And two courses from FINA 463, 480, 497*; or ACCT 301, 311, 410, 411.

() 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 480-3 Options and Futures (362)
- ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)
- FINA 458-3 Personal Financial Planning (100 or 362)
- FINA 467-3 Insurance and Risk Management
- ACCT 411 or MRKT 412

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

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

Continued on next page.
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 purchase 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 24 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.

Graduation Policies: To be eligible for graduation, students must complete 128 semester credits and have completed at least 40 semester credits of upper division (300-400 level) classes.

Residency: Transfer students must complete a minimum of 30 resident upper division credits (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: Majors in the College of Business must earn a minimum grade point average of 2.0 (C) for the total courses taken in the College of Business and an overall 2.25 GPA 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)
www.cob.mnsu.edu Fax: 507-389-1318

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This document is available in alternative format to individuals with disabilities by calling the College of Business at 507-389-2963 (V), 800-627-3529 or 711 (MRS/TTY).