## Admission Requirements

Admission to the College of Business Majors
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 majors in 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 2.70
2. Credits: 33 completed credits of the 44 general education credit 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
   *Students pursuing MIS are required to take MATH 121 (Calculus).

* 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.)

- **MGMT 305-1** Business Ethics Fundamentals
- **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 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 420-3 Operational Auditing (320 or Concurrently)
- BLAW 455-3 Legal Aspects of Banking and Finance (BLAW 200)

Choose three classes if major is not in the COB.
Choose four classes if major 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.

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 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)

() 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 Professional Selling (310)
- 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.

Minor in Marketing

A minor in Marketing consists of the following 18 credits:

Required Courses:

- 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)

() 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)

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 (ECON 207)
- MGMT 472-3 Project Management
- MGMT 482-3 Business, Society and Ethics
- MGMT 497-3 Internship
  (See MGMT Internship Coordinator for prerequisites)
- ACCT 310-3 Management Accounting I (ACCT 210)

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

- **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 Worksite 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)

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

- **MANAGEMENT INFORMATION SYSTEMS OPTIONS**
  1. Required MGMT Courses:
     - MGMT 385-3 Introduction to Management Science
     - MGMT 440-3 Human Resource Management
     - MGMT 444-3 Organization Design (330)
  OR
     - MGMT 458-3 Corporate Information Systems
     - MGMT 476-3 Decision Support Systems (385)
     - MGMT 477-3 Computer Performance Modeling (385) (Senior in MIS)
     - MGMT 482-3 Business, Society and Ethics (Senior in MIS)
  OR
     - MGMT 473-3 Introduction to E-Commerce (Senior in MIS)
  OR
     - 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 (COMS 211)

Continued on next column.
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

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 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 463-3 Security Analysis (362, 460)
- FINA 480-3 Options and Futures (362)
- ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)

And two courses from FINA 459, 466, 470, 477, 478, 497*; or ACCT 301, 411.

*Instructors permission required

Major in International Business

A major 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)

3. One from the following:
   - 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)

4. One from the following:
   - GEOG 341-3 World Regional Geography
   - POL 231-3 World Politics
   - POL 433-3 International Organization

5. Nine credits hours of designated electives from one functional business concentration: Marketing, Management or Finance. Consult Bulletin or advisor for “designated electives.”

*Instructors permission required
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 a College of Business major, 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 Mankato. 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 major within the College of Business.

**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 pursuing a major within the College of Business must complete a minimum of 30 resident upper division credits (300-400 level) in the College of Business at Minnesota State Mankato.

Transfer students pursuing a major or minor in the College of Business must complete at least 50% (one-half) of their major or minor coursework at Minnesota State 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.

(Accounting majors or minors must earn a grade of “C” or better in required accounting and business law classes.)

**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).