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: ISYS 101 (ISYS 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 180.

* See back page for additional requirements and policies.

Business Foundation Requirements
Required of all College of Business majors

<table>
<thead>
<tr>
<th>Lower Division</th>
<th>Prerequisites that have to be met before registering for a class.</th>
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</thead>
<tbody>
<tr>
<td>MGMT 200-3</td>
<td>Introduction to MIS (ISYS 101 or equivalent)</td>
</tr>
<tr>
<td>ACCT 200-3</td>
<td>Financial Accounting (ISYS 101; MIS majors take ISYS 110, MATH 112)</td>
</tr>
<tr>
<td>ACCT 210-3</td>
<td>Managerial Accounting (ACCT 200)</td>
</tr>
<tr>
<td>ECON 201-3</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>ECON 202-3</td>
<td>Principles of Microeconomics</td>
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<tr>
<td>ECON 207-4</td>
<td>Business Statistics (MATH 112 or equivalent)</td>
</tr>
<tr>
<td>BLAW 200-3</td>
<td>Legal, Political, and Regulatory Environment of Business (ISYS 101)</td>
</tr>
<tr>
<td>201-0 201</td>
<td>Second Year Experience</td>
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</tbody>
</table>
   *(Register in the department of your major: ex. MGMT 201, ACCT 201)*

<table>
<thead>
<tr>
<th>Upper Division</th>
<th>Prerequisites that have to be met before registering for a class.</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 305-1</td>
<td>Business Ethics Fundamentals</td>
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<tr>
<td>MRKT 310-3</td>
<td>Principles of Marketing</td>
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<td>MGMT 330-3</td>
<td>Principles of Management</td>
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<td>FINA 362-3</td>
<td>Business Finance (ACCT 200)</td>
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<td>IBUS 380-3</td>
<td>Principles of International Business</td>
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<td>MGMT 346-3</td>
<td>Production and Operations Management (ECON 207)</td>
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<td>FINA 395-1</td>
<td>Personal Adjustment to Business</td>
</tr>
<tr>
<td>MGMT 481-3</td>
<td>Business Policy and Strategy [Take Senior Year]</td>
</tr>
</tbody>
</table>
   *(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, MGMT 305)
- ACCT 310-3 Management Accounting I (210)
- ACCT 320-3 Accounting Information Systems (300, MGMT 305)
- ACCT 400-3 Advanced Financial Accounting (310)
- ACCT 410-3 Business Income Tax (ACCT 300, MGMT 305)
- 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, 410, 420)

Choose three 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)
- ACCT 477-3 International Accounting (210)
- BLAW 455-3 Legal Aspects of Banking and Finance (BLAW 200)

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

It is strongly recommended that students who intend to take the Certified Public Accounting examination should also complete: ACCT 421 (Assurance Services), BLAW 455 (Legal Aspects of Banking and Finance), and ACCT 411 (Individual Income Tax).

() 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 (ISYS 101, MATH 112)
- 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 311-3 Management Accounting II (300, MGMT 305)
- ACCT 320-3 Accounting Information Systems (300, MGMT 305)
- ACCT 400-3 Advanced Financial Accounting (310)
- ACCT 410-3 Business Income Tax (300, MGMT 305)
- 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, 410, 420)
- ACCT 477-3 International Accounting (210)

() 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 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 490-3 Marketing Management (310, 316, 317, 318, 324, 339)

Choose two of the following:

- 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 491-1-4 In-service (by permission only)
- 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:

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.

**Minor 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 Economics (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 Work Measurement
- 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)
- MGMT 458-3 Corporate Information Systems
- MGMT 476-3 Decision Support Systems (385)
- MGMT 477-3 Computer Performance Modeling (485)
- MGMT 473-3 Introduction to E-Commerce (200)

Continued on next column.
Major 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 (FINA 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 465, 480, 497*; or ACCT 301, 311, 320, 410, 411.

B. Financial Planning and Insurance
   - FINA 459-3 Personal Financial Planning (100 or 362, MGMT 305)
   - FINA 466-3 Employee Benefit Planning (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. General Finance

Choose any five of the following, two of which must be FINA courses:
- FINA 458-3 Estate Planning (100 or 362)
- FINA 459-3 Personal Financial Planning (100 or 362, MGMT 305)
- FINA 461-3 Short-Term Financial Management (362)
- FINA 463-3 Security Analysis (362 and 460, MGMT 305)
- FINA 466-3 Employee Benefit Planning (362)
- FINA 468-3 Commercial Property/Liability Insurance (467)
- FINA 470-3 Life and Health Insurance
- FINA 477-3 Real Estate (100 or 362)
- FINA 478-3 Real Estate Investments (362)
- FINA 480-3 Options and Futures (362)
- FINA 482-3 Commercial Bank Management (362, MGMT 305)
- FINA 497*-3 Internship
- ACCT 300-3 Intermediate Financial Accounting I (210)
- ACCT 301-3 Intermediate Financial Accounting II (300, MGMT 305)
- ACCT 310-3 Management Accounting I (210)
- ACCT 311-3 Management Accounting II (310)
- ACCT 410-3 Business Income Tax (200, 300, MGMT 305)
- ACCT 411-3 Individual Income Tax
- MRKT 412-3 Professional Selling (310)

D. Institutional Finance

- FINA 461-3 Short-Term Financial Management (362)
- FINA 463-3 Security Analysis (362, 460, MGMT 305)
- FINA 482-3 Commercial Bank Management (362, MGMT 305)

And two courses from FINA 470, 477, 478, 480, 497* or ACCT 300 or 301.

E. Investment Analysis

- FINA 463-3 Security Analysis (362, 460, MGMT 305)
- FINA 480-3 Options and Futures (362)
- ACCT 300-3 Intermediate Financial Accounting I (ACCT 210)

And two courses from FINA 459, 460, 463, 464, 470, 477, 478, 497*; or ACCT 411, 412.

Minor in Financial Planning

**Required for Minor:**
- FINA 460-3 Investments (362)
- FINA 462-3 Strategic Financial Management (FINA 362)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management

**Required for Minor:**
- FINA 460-3 Investments (362)
- FINA 462-3 Strategic Financial Management (FINA 362)
- FINA 464-3 Financial Institutions and Markets (362)
- FINA 467-3 Insurance and Risk Management

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 491-1-4 In-Service (permission required)
   - 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

Continued on next page.
A minor in International Business consists of the following:

**A. Business Requirements:**
- MRKT 510-3 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)

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

### Minor in Business Law

**Required for Minor:**
- ACCT 200-3 Financial Accounting (ISYS 101, MATH 112)
- ISYS 101-3 Personal Productivity with Information Systems
- BLAW 200-3 Legal, Political and Regulatory Environment of Business (ISYS 101)
- 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

() 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 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:** 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.

**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.) Students pursuing a minor in the College of Business must earn a minimum grade point average of 2.0 in courses required for the minor.

**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).