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 130*, 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>()</th>
<th>Prerequisites that have to be met before registering for a class.</th>
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<tbody>
<tr>
<td>______ MGMT 200-3</td>
<td>Introduction to MIS (ISYS 101 or equivalent)</td>
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<tr>
<td>______ ACCT 200-3</td>
<td>Financial Accounting (ISYS 101; MIS majors take ISYS 110, MATH 112)</td>
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<td>______ ACCT 210-3</td>
<td>Managerial Accounting (ACCT 200)</td>
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<tr>
<td>______ ECON 201-3</td>
<td>Principles of Macroeconomics</td>
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<td>______ ECON 202-3</td>
<td>Principles of Microeconomics</td>
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<td>______ ECON 207-4</td>
<td>Business Statistics (MATH 112 or equivalent)</td>
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<td>______ BLAW 200-3</td>
<td>Legal, Political, and Regulatory Environment of Business (ISYS 101)</td>
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<td>______ * * * 201-0</td>
<td>Second Year Experience</td>
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<td>(Register in the department of your major: ex. MGMT 201, ACCT 201)</td>
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<table>
<thead>
<tr>
<th>Upper Division</th>
<th>()</th>
<th>Prerequisites that have to be met before registering for a class.</th>
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<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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<tr>
<td>______ MGMT 330-3</td>
<td>Principles of Management</td>
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<tr>
<td>______ FINA 362-3</td>
<td>Business Finance (ACCT 200)</td>
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<tr>
<td>______ IBUS 380-3</td>
<td>Principles of International Business</td>
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<tr>
<td>______ MGMT 346-3</td>
<td>Production and Operations Management (ECON 207)</td>
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<tr>
<td>______ FINA 395-1</td>
<td>Personal Adjustment to Business</td>
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<tr>
<td>______ MGMT 481-3</td>
<td>Business Policy and Strategy [Take Senior Year]</td>
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<tr>
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<td>(MGMT 330, FINA 362, MRKT 310, IBUS 380, MGMT 346)</td>
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</table>
**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 (301)
- 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 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 301-3 Intermediate Financial Accounting II (300, MGMT 305)
- ACCT 311-3 Management Accounting II (310)
- ACCT 320-3 Accounting Information Systems (300, MGMT 305)
- ACCT 400-3 Advanced Financial Accounting (301)
- 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 (310)
- MRKT 491-4 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:

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)

() 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

() 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 Workplace Health Promotion
- BLAW 452-3 Employment and Labor Law (200)
- MET 423-4 Ergonomics and Work Measurement
- MGMT 498-3 Internship

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

- **MANAGEMENT INFORMATION SYSTEMS OPTIONS (MIS)**

1. Required MGMT Courses:

   - MGMT 385-3 Introduction to Management Science
   - MGMT 440-3 Human Resource Management
   - OR
   - MGMT 444-3 Organization Design (330)

   Choose at least five credits of the following:

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

() 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 ISYS 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 Business Administration

**Required for Minor:**
- MGMT 200-3 Introduction to MIS (ISYS 101 or equivalent)
- MGMT 330-3 Principles of Management
- ACCT 200-3 Financial Accounting (ISYS 101 and MATH 112)
- ACCT 210-3 Managerial Accounting (200)
- ECON 201-3 Principles of Macroeconomics
- ECON 202-3 Principles of Microeconomics
- ECON 204-3 Business Statistics (MATH 112)
- BLAW 200-3 Legal, Political and Regulatory Environment of Business (ISYS 101)
- MRKT 310-3 Principles of Marketing
- FINA 362-3 Business Finance (ACCT 200)

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

### 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 (362, MGMT 305)
- FINA 463-3 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, 320, 410, 411.

**B. Financial Planning and Insurance**
- ACCT 411-3 Individual Income Tax
- FINA 459-3 Personal Financial Planning (100 or 362, MGMT 305)
- FINA 470-3 Life and Health Insurance

And two courses from FINA 458**, 463**, 466**, 477, 478, 480**, 497*; or ACCT 410**; or MRKT 412.

*Students who wish to sit for the Certified Finance Planner (CFP) are required to take ACCT410, FINA 458, FINA 463, FINA 466 and FINA 480 in addition to completing the Finance core required and the required courses in the Financial Planning and Insurance area of emphasis.

### 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 (100 or 362)
- 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 460-3 Intermediate Financial Accounting I (ACCT 210)
- ACCT 461-3 Intermediate Financial Accounting II (300, MGMT 305)
- ACCT 463-3 Management Accounting I (210)
- ACCT 465-3 Management Accounting II (310)
- ACCT 467-3 Investment Analysis
- ACCT 470-3 Business Income Tax (200, 300, MGMT 305)
- ACCT 471-3 International Business Finance (380)
- MRKT 412-3 Professional Selling (310)

*Instructors permission required

### 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 460-3 Intermediate Financial Accounting I (ACCT 210)

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

*Instructors permission required

### Minor in Financial Planning

**Required for Minor:**
- FINA 100-3 Personal Financial Management
  - OR
  - FINA 362-3 Business Finance (ACCT 200)
- MRKT 412-3 Professional Selling (310)
- FINA 467-3 Insurance and Risk Management
  - AND at least three of the following:
    - FINA 458, 460, 463, 464, 466, 470, 477, 478, 497*; 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
   - 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 491-4 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 column.
5. Required Electives (Business Function, 9 credits)
   Select three courses from one of the following business function areas:

   **OPTION A: Marketing**
   - MKRT 316-3 Consumer Behavior (310)
   - MKRT 318-3 Promotional Strategy (310, 316)
   - MKRT 324-3 Marketing Research and Analysis (310, ECON 207)
   - MKRT 339-3 Distribution Strategy (310)
   - MKRT 412-3 Professional Selling (310)

   **OPTION B: Finance**
   - FINA 460-3 Investments (362)
   - FINA 462-3 Strategic Financial Management (362, MGMT 305)
   - FINA 463-3 Security Analysis (362, 460, MGMT 305)
   - FINA 464-3 Financial Institutions and Markets (362)
   - ACCT 310-3 Management Account I (210)

   **OPTION C: Management**
   - MGMT 385-3 Introduction to Management Science
   - MGMT 440-3 Human Resource Management
   - MGMT 444-3 Organization Design (330)
   - MGMT 452-3 Operations Strategy (346)
   - MGMT 459-3 Management Information Systems (200, 300)
   - 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 Business Law

A minor in International Business consists of the following:

**A. Business Requirements:**
- MKRT 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)

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

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### 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 by 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.

**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.

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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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